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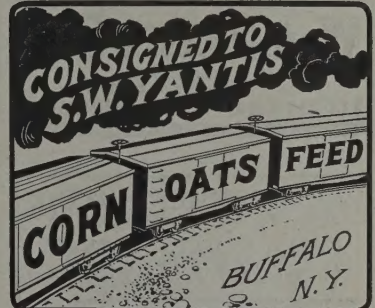
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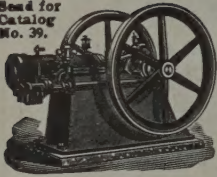
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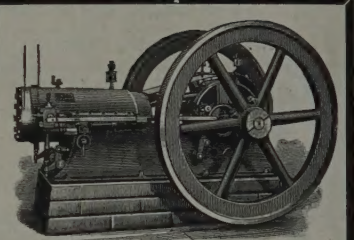
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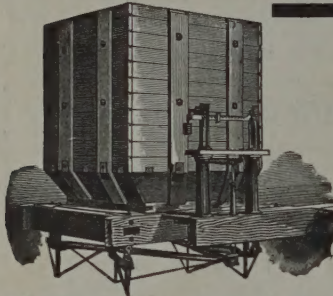
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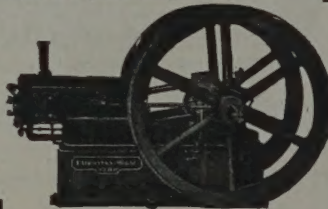
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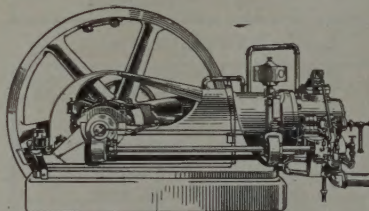
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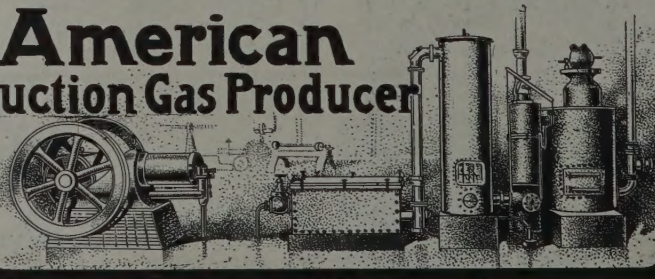
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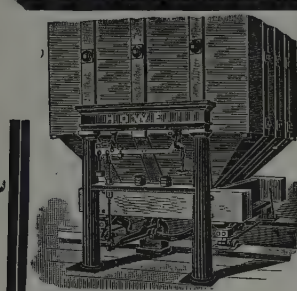
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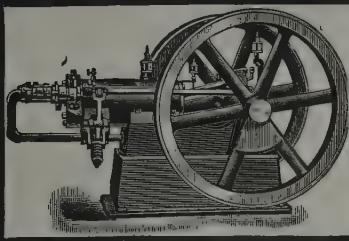


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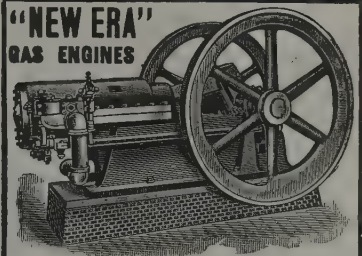
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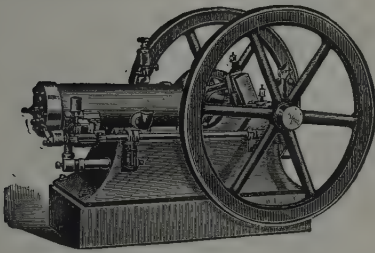


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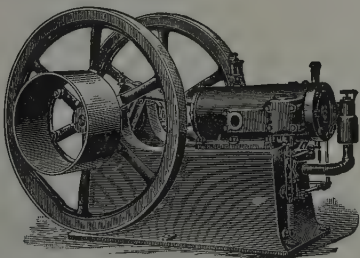
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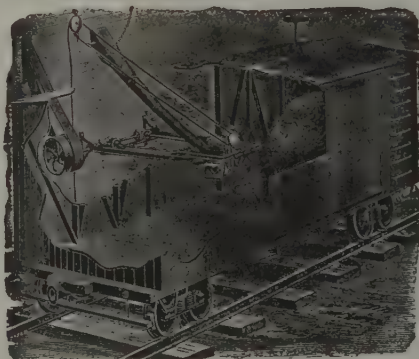
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Will fill each end of the car at the same time.

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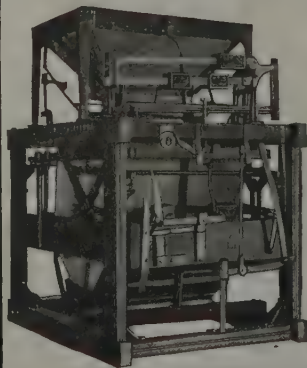
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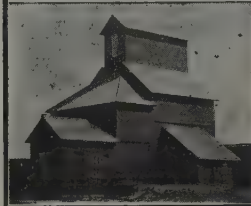
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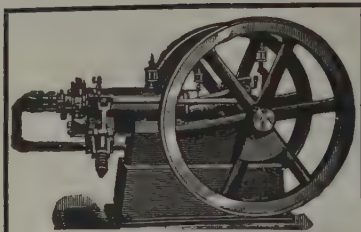
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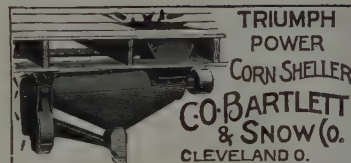
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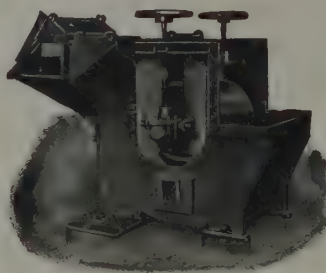


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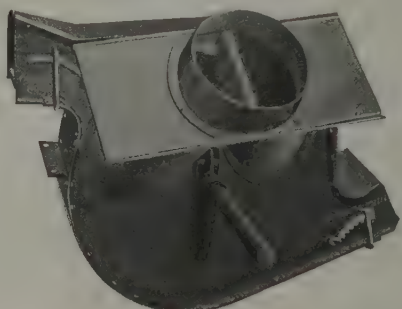
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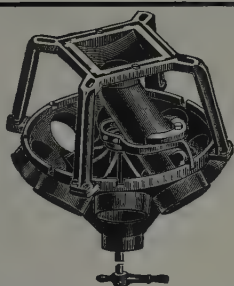
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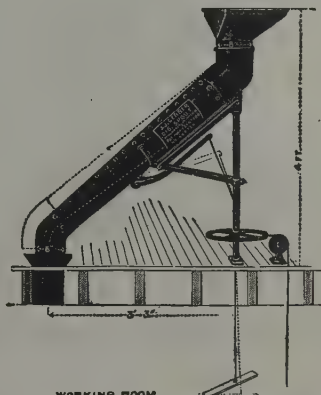
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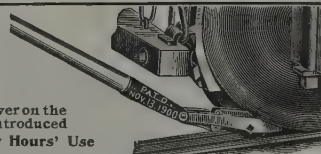
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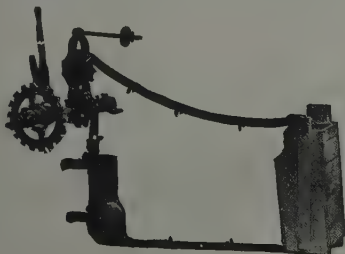
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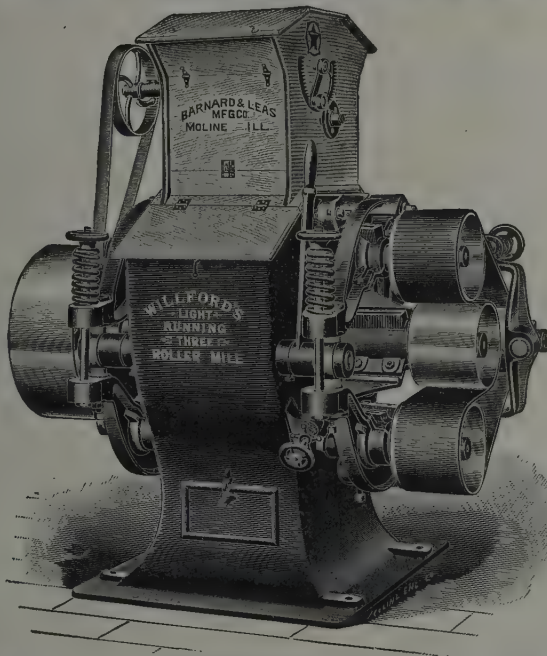
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HAY WANTED—Can use 100 to 200 cars No. 2 and No. 3 timothy hay; also 100 cars threshed timothy hay. Give me a trial. Leo McDaniel, Commission Merchant, 613 Ohio St., Cairo, Ill.

SHIPPERS

are continually consulting these pages. If you want their business, use space in the Grain Dealers Journal

ELEVATORS WANTED.

WANTED To buy or rent an elevator. Address Box 253, Aplington, Iowa.

WANT TO RENT or buy elevator. Address Box 154, Lesterville, S. D.

ELEVATOR wanted in Indiana or Illinois. Address A. D. Stanford, Chatsworth, Ill.

WANTED—To buy or rent Kansas elevator in good grain town. Address Peter Lorenz, Marion, Kansas.

TO EXCHANGE for elevator of equal value equity \$4,160 in 196-acre farm in Murray County, Minnesota. Address Box 1, Hadley, Minn.

WOULD like to buy a small elevator in good town in Oklahoma or Indian Territory. Address Smith, Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR or mill and elevator wanted for good improved Illinois, Missouri or Iowa farm. Address Inde, Box 1, Grain Dealers Journal, Chicago, Ill.

WANTED To buy a line of four or five elevators in the northern part of North Dakota; would accept a good location in the Red River Valley. Address C. S. J., Box 199, Easton, Minn.

ELEVATOR WANTED—in central or western Indiana; must be in good condition with plenty of business. Give full particulars first letter. Address A. B. Cohee & Co., Frankfort, Indiana.

WILL EXCHANGE a high class 160 acres of land in Minnesota for an elevator doing good business in Minnesota, northern Iowa or South Dakota. Address Chill, Box 2, Grain Dealers Journal, Chicago, Ill.

WANT TO LEASE with purchase privilege an elevator in good repair; also actively engaged in handling grain, or will buy or lease ground for erection of elevator. Address W, Box 10, Grain Dealers Journal, Chicago, Ill.

ELEVATOR WANTED—Will exchange good farm of 104 acres in Morrow County, Ohio; three-fourths black land; good buildings, a well-improved farm for an elevator; must be a good point in western Ohio or eastern Indiana. Address G. A. Hirsch, Celina, O.

MILLS FOR SALE.

FOR SALE—Up-to-date feed mill and fuel business, located in South Dakota. For full particulars address Dak, Box 3, Grain Dealers Journal, Chicago.

FOR SALE—One of the best 200 bbl. flour mills and elevator in middle western Kansas. Best reasons for selling. Address Lock Box 353, Russell, Kans.

FOR SALE—Good 60 barrel water power mill; located in good farming country. Reason for selling, poor health. For full particulars, address Box 191, R. F. D. 25, Taylorville, Ind.

MISCELLANEOUS.

TO CONTRACTORS.

Proposals will be received at office of Fred Friedline, Arch't and Eng'r, Chicago, for complete grain elevator of 25,000 bushels' capacity; also for furnishing material for same. Apply at once for plans and specifications.

SITUATIONS WANTED.

POSITION WANTED—As manager of country elevator; 12 years' experience; good references. Address E, Box 3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—as bookkeeper in grain office or manager of line of elevators. Best references. Address G. J. S., 410 W. North St., Pontiac, Ill.

SITUATION WANTED—To run grain elevator in the Dakotas or Minnesota; had two years' experience; can give best of reference. Address C. M. Dale, Browns Valley, Minn.

SITUATION WANTED—As manager of elevator; can do office work, handle gasoline engines and machinery. References. Address Frank Bowser, Harlan, Smith Co., Kansas.

POSITION WANTED with grain firm as manager and buyer at station or bookkeeper and general office man. Good references. Address Mon, Box 11, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED as manager of grain station in either Illinois, Iowa or Indiana. Strictly temperate; best of references. Address Will, Box 1, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED—by experienced scale man to travel and repair scales for some Co-Operation; can give best of references. Address Scale Expert, Box 1, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—As manager of country elevator; have been actively engaged in grain business for 18 years; last 10 years for myself. Address Indiana, Box 3, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—as grain buyer or manager of country elevator; have had several years' experience and can give good references; understand machinery and steam engine. Address V. E. Windsor, Bethalto, Ill.

BOOKKEEPER—Experienced in grain and implement business wishes position with grain or track-buying firm. Must receive good salary. Might take interest in A-No. 1 business. Address Dick, Box 2, Grain Dealers Journal, Chicago, Ill.

SITUATION WANTED with good, reliable Chicago house by an experienced man, well acquainted with the grain trade in Illinois, Iowa and Nebraska. Can get plenty of business for a good house. Address Vage, Box 3, Grain Dealers Journal, Chicago, Ill.

GRAIN, BROKERAGE AND COMMISSION MEN—my specialty, expert telegraph operator; rapid on typewriter; traveled on road ten years; manager and board of trade experience; best references. Give me a trial. Address H. M. Talcott, 714½ Francis St., St. Joseph, Mo.

POSITION WANTED as foreman or manager of a country grain station either on commission or salary. I understand both steam and gasoline power; also lumber. A good accountant; a hustler for business; have had 18 years' experience in grain and lumber business. Address Al, Box 2, Grain Dealers Journal, Chicago, Ill.

SITUATIONS WANTED.

POSITION WANTED—By grain man of 14 years' experience, as manager of country elevator or line of elevators or as superintendent of cleaning elevator; am experienced in grading and cleaning grain. Married. Good references. Address A, Box 2, Grain Dealers Journal, Chicago, Ill.

POSITION WANTED—By experienced hay, grain and wool buyer as manager of elevator; capable of handling any part of elevator; also experienced in handling and routing cars in transit. Have had 14 years' experience in the above lines; must have good salary; will furnish very best references and will guarantee satisfaction. Address H. E., Box 3, Grain Dealers Journal, Chicago, Ill.

HELP WANTED.

COMPETENT GRAIN INSPECTOR wanted. One familiar with terminal market conditions preferred; state age, experience and salary expected. Address C, Box 2, Grain Dealers Journal, Chicago, Ill.

WANTED—Man to work in wholesale feed store and elevator; one who is familiar with gasoline engine and mill machinery. Married man preferred. Address Permanent, Box 3, Grain Dealers Journal, Chicago, Ill.

ELEVATOR or mill men wanted—We have on our list several mills and elevators owned by non-residents who want to put them in operation, and we wish to correspond with elevator men, millers, managers, office men and bookkeepers who are interested in a good elevator or milling proposition. Address Iowa Mill Brokers, Independence, Iowa.

PARTNERS WANTED.

PARTNER WANTED—in one of the best feed mill propositions in Illinois. A fine town of 6,500 inhabitants; a fine territory. Would consider proposition on the entire property. Write at once for full information. Address John Kull, Pontiac, Ill.

WANTED—GOOD BUSINESS MAN to buy part of stock of corporation doing thriving retail lumber and grain business. Large territory. Business established ten years. Thirty per cent annual dividends. Buyer must assume part of management and devote his entire time to business. \$10,000 to \$15,000 required. Address Tan, Box 1, Grain Dealers Journal, Chicago.

NOTICE.

Correction.—In the adv. of the Stuhr Grain Purifier Constructing Co., appearing on page 181 the part reading "D. H. Stuhr is Sec'y-Treas., etc.," shud read D. H. Stuhr is Sec'y-Asst. Treas., etc.

YOU

Can find no present more acceptable to the progressive grain dealer than a paid up subscription to the Grain Dealers Journal.

ENGINES FOR SALE.

GASOLINE engine for sale, 10-h. p. Temple Pump Co., 15th Place, Chicago.

LIGHTNING GASOLINE ENGINES. Simple and durable, 3 to 25 h. p. Hay Press Co., 459 Mill St., Kansas City, Mo.

PORTLAND ENGINE 10x16 center crank, complete without governors; in first-class condition. Address M. J. Lee, Crawfordsville, Ind.

STEAM ENGINE, 12x24, new, drop cut-off valves. Economical.

GAS ENGINE, 15 h. p. Bargain. W. S. McKinney, 204 Dearborn St., Chicago.

FOR SALE—Gasoline, 15 h. p. Buckeye engine and tanks, 16-in. stroke and 10-in. bore, 2-52 in. fly wheel; used 2 months; replaced by motor. Address P. F. Carroll, Joliet, Ill.

IT PAYS to buy a good engine; assume no risk! We can furnish you new improved Witte engines at figures that suit. Write us for catalog. Address Witte Iron Works Company, 526 West 5th Street, Kansas City, Missouri.

2ND HAND ENGINES for sale. One 5 h. p. Fairbanks; two 8, one 10, and one 16 h. p. Otto; one 10 h. p. Columbus; one 25 h. p. and one 30 h. p. Webster; 18 h. p. Clds. All makes of engines. A. H. McDonald, 36 W. Randolph St., Chicago.

FOR SALE—1-12 h. p. steam engine; several sizes of marine and stationary gasoline engines, 1-6x4x6; 1-10x7x12 and 1-12x8½x10 Duplex steam pumps; all in first-class shape and at bargains. Enterprise Machine Co., Minneapolis, Minn.

GRAIN DEALERS GASOLINE ENGINE is the latest improved gasoline engine on the market, specially designed for the grain trade. Send for circular and prices that defy competition.

DAVIS-JOHNSON CO.

9 S. Canal St. Chicago, Ill.

GASOLINE ENGINES FOR SALE

1 6 h. p. Alamo engine, complete with electric spark; used two years.

1 20 h. p. Olds engine, used 3 years.

1 25 h. p. Olds engine, used 4 years.

1 9 h. p. Foos engine, used 15 months, replaced with a 15 h. p.

1 22 h. p. Foos engine, used 2 years.

ALLEN P. ELY & CO.

OMAHA, NEBR.

ENGINES AND BOILERS.

10 h. p. boiler and steam engine for sale, cheap. Complete outfit. Address Chas. A. Pfund, Luverne, Iowa.

FOR SALE Cheap, 12 h. p. Ames Steam Engine and upright boiler. Lancaster Bros., Columbia City, Ind.

MISCELLANEOUS WANTED.

WANTED—Second-hand hopper and wagon scales. Cleaner 500 bushels capacity. 2 stands of elevators. Boiler and engine not over 30 h. p.; all must be in good repair. Address Oliver & Graham, Monroe, Indiana.

MISCELLANEOUS FOR SALE.

FOR SALE—One 25 h. p. Lambert gasoline engine; One No. 9 Bowsher mill. Address A. S. Garman & Sons, Akron, O.

LEATHER BELT, first-class condition; 36 inches wide and 60 feet long, for sale cheap. Address S. Krug, 167 Dearborn St., Chicago, Ill.

CARD INDEX CABINETS at a bargain. 6 dwr. Globe \$5.10; 9 dwr. Library Bureau \$9; 12 dwr. Yawman & Erbe, \$10.80. Good condition. Round rods. Address 504 Traders Bldg., Chicago, Ill.

FOR SALE

1-200 bushel Howe hopper scale. Good as new; used less than 90 days.

1-8 in. x 4 ft. Hess Snyder & Co., Friction clutch pulley. Good as new.

M. E. Frazier, Seville, Ohio

FLOUR, FEED, Feed-grinding, Salt and Implement business for sale; 47 miles north of Chicago on the C. M. & St. P. Ry.; good location for buying hay and grain. Full particulars given on application. Address E. J. Murrie, Russell, Ill.

FOR SALE—One No. 4 Monitor receiving separator; One Fairbanks hopper scale 100 bushels capacity; One Fairbanks 5-ton wagon scale, dump pattern; 2 stand of elevators complete and a lot of wood split pulleys; little used and in good condition. Address Henderson & Coppock, West Milton, Ohio.

SPECIAL BARGAINS—in brass grain testers; 1-25 h. p. gasoline engine, Lambert make; steam engines and boilers, shellers, cleaners, crushers, feed and attrition mills, dust collectors, separators and oat clippers. Write for circular and what you want. If we have not got it, know where we can get it. Address A. S. Garman & Sons, Akron, Ohio.

FOR SALE

1-No. 1 Richmond corn and cob crusher,

1-12" vertical Buhr mill,

1-14" farm and plantation mill,

1-18" farm and plantation mill,

1-2 hole Favorite corn sheller,

1-10" Appleton disc mill,

1 Small meal sieve,

1-No. 1 New Holland feed grinder,

1-No. 2 New Holland feed grinder,

1-150 bu. Howe hopper scale with hopper

1-600 lb. portable scale,

1-800 lb. portable scale.

HOLLISTER-WHITNEY CO.,

122 South Fifth St., Quincy, Ill.

FOR SALE

6 Odell roller mills double,

100 h. p. B. & W. water tube boiler,

4-½ ft. burr mill,

4 No. 2 Smith purifiers,

1 Centrifugal flour dressing machine,

28 elevator boots and heads with legs.

belts and buckets complete,

1 pair Howe 60 bushel hopper scales,

2 flour packers,

126 iron pulleys, various sizes,

110 bevel and spear gears, various sizes.

Lot of shafting, bearings, couplings, etc.

All of above very cheap.

CHAS. F. SHERIFF CO.,

11 Jackson Bldg. Pittsburg, Pa

MACHINES FOR SALE.

EUREKA OAT CLIPPER, No. 4, for sale. Practically new. Cheap. Address Mathews & Copeland, Wymore, Neb.

MCGRATH CORN SHELLER, No. 2, left hand; thoroughly overhauled and as good as new. Address M. J. Lee & Son, Kempton, Ind.

MACHINERY for a complete 50-barrel wheat roller process mill for sale; nearly new; consists of four Noye rollers, bolters, purifiers, aspirators, etc.; everything in running order. Will sell cheap. They are in the way. Address Robt. M. Smith, Sparta, N. J.

SCALES FOR SALE.

SCALES for elevators and mills; lowest prices. Chicago Scale Co., Chicago.

THE BEST heavy scales for grain dealers. Government Standard Scale Works, Terre Haute, Ind.

LIGHTNING SCALES, Hopper, Wagon, Pitless Dormant, Portable. K. C. Hay Press Co., 459 Mill St., Kansas City, Mo.

THE STANDARD SCALES, for all purposes. Portable, Wagon, Hopper and Track Scales. Guaranteed durable and accurate; quality higher than the price. NOT IN THE TRUST. The Standard Scale & Supply Co., Station U, Chicago, Ill.

GRAIN FOR SALE.

MIXED CARS a specialty—flour, feed, rye, oats & corn. Send along your orders. Goshen Milling Co., Goshen, Ind.

TAYLOR'S IMPROVED Premier Corn; \$2.50 per bushel in ear. Catalog free. Address C. R. Taylor, Hamburg, Iowa.

CORN, KAFFIR CORN, cane seed and hard milling wheat for sale. Get our prices. Address L. H. Powell & Co., Wichita, Kans.

SEEDS WANTED.

CLOVER SEED WANTED. Mail samples. Car lots or less. Address Berne Grain & Hay Co., Berne, Ind.

CLOVER and MILLET SEEDS in any quantity wanted. Address S. G. Courteen, Seed Merchant, Milwaukee, Wis.

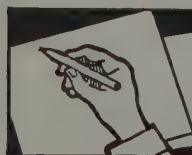
WANTED—Alfalfa, Millet, Cane Seed, Kaffir Corn and Timothy Seed in car lots. W. H. Small & Co., Evansville, Ind.

WANTED—Few cars new crop Orange and Amber Cane. Quote price sacked, delivered. Texas Seed & Floral Co., Dallas, Texas.

CLOVER, TIMOTHY, RED TOP, ORCHARD GRASS SEED, etc., wanted in carloads. Address Wm. G. Scarlett & Co., Baltimore, Md.

SEED POTATOES.


CHOICE MICHIGAN seed potatoes for sale. I can assort you a car of the choicest kinds in 2½-bushel sacks and tagged with the variety, or can load you part car of eating and fill up with seed stock. Let me quote you prices. Address Will Curtis, Reed City, Mich.



WRITE TO-DAY

for our price list. It will convince you that this is the place from which to buy your bags. Just say, "Send price list." We'll know what's wanted.

MILWAUKEE BAG CO. Milwaukee, Wis.



SEEDS FOR SALE.

HUNGARIAN Seed for sale. Write for samples and prices. Address C. E. Nichols & Co., Lowell, Ind.

GOLD STANDARD seed corn, golden oats. Circulars free. Address Pleasant Seed Co., Griswold, Iowa.

ALFALFA SEED \$8.00 per bushel. Lightning gasoline engine 4 h. p. Address Wesley Kouns, Salina, Kans.

KAFFIR CORN, MILLET AND CANE a specialty. Write for prices. J. G. Peppard, Kansas City, Mo.

FOR SALE—First-class clover seed and pure bred Leaming seed corn. Address L. F. Stoecker, Peoria, Ill.

REID'S Yellow Dent seed corn for sale on ear \$1.50 per bushel. Free samples. Roycroft Farms, Des Moines, Ia.

CLOVER, ALSIKE and Timothy seed for sale. For samples and prices write Walter G. Trumpler, Tiffin, Ohio.

SEEDS FOR SALE—Red, White and Alsike clover seed. Write for bargains. Milwaukee Produce Co., Milwaukee, Wis.

WHITE WHEAT and Utah Alfalfa seed for sale. If in need of either, write or telegraph Sam Williamson, Salt Lake City, Utah.

PEDIGREED Farm Seeds—All kinds; free from foul stuff. Purity guaranteed. Send stamp for samples and lowest prices. Frank Riba, Geneseo, N. D.

FOR SALE—2 car loads of timothy seed and several hundred bushels of choice clover seed. Address Schlatter & Seaward, Bellevue, Iowa.

SEED CORN for sale. Guaranteed to grow where any corn will grow. Write for catalog. Address W. W. Van Sant & Sons, Box 36, Farragut, Iowa.

SEED CORN pure bred, fire dried; shipped in the ear or shelled. Send for catalog and booklet. Address R. S. Stall & Co., Thorntown, Boone Co., Ind.

GOOD SEED OATS for sale about 1,000 bushels cut before September frost; clean and free from all foul seeds. Address Buffalo Ranch, Regina, Man.

WESTERN HEADQUARTERS for Alfalfa, Clover, Timothy, Millet, Sorghum and Kaffir Corn. Write for prices. Missouri Seed Co., Kansas City, Mo.

SEEDS, SEEDS, SEEDS. Our catalog will tell you where you can buy the best seeds for the least money. Send for it. J. L. Loebs Seed Co., Aberdeen, S. D.

SEEDS BOUGHT AND SOLD. Clover, Timothy, Alfalfa and Millet seed bought and sold in any quantity. Send samples or orders to B. F. Adams, Peoria, Ill.

220 BUSHELS clean timothy seed; new crop mixed with alsike clover; plenty to seed it. \$2.00 per bushel. 19c for bags. Address Geo. B. Peters, R. D. Jolley, Iowa.

Seed Corn, Clover, Grass, Field and Garden Seed

We make Seed Corn a specialty and can furnish any quantity of St. Charles White, Iowa Silver Mine, Coopers Prime Yellow and a limited quantity of the other leading varieties. We buy large quantities of Clover, Timothy and Field Seeds. If you have any to offer submit samples and quote price. Write for samples and price.

NISHNA VALLEY SEED CO., Hamburg, Ia.

SEED FOR SALE.

RED, WHITE ALSIKE and **ALFALFA CLOVERS** and **MEADOW FESCUE** for sale in car lots or less. Address S. G. Courtreen, Seed Merchant, Milwaukee, Wis.

BUY YOUR SEED from the Ireton Bros. & Eikenbary Co., Van Wert, Ohio, direct from the producer, 1,500 bushels red mammoth and alsike; quality fine; ask for samples and price.

WE ARE buyers and sellers of Clovers, Timothy, Hungarian, Millet, Blue Grass, Red Top and other Field Seeds. Correspondence solicited. Address **THE ILLINOIS SEED CO.**, Chicago, Ill.

PURE AMERICAN ALFALFA and **CHOICE TIMOTHY SEED**; also **SEED GRAIN** and **SEED POTATOES** of all kinds. Ask for weekly trade list. L. L. Olds Seed Co., Clinton, Wis.

CARLOADS AND LESS: Red Clover, White Clover, Alsike, Kentucky Blue Grass, Red Top and Orchard Grass. Samples and quotations gladly furnished on application. Address W. H. Small & Co., Evansville, Ind.

SEED CORN for sale—Johnson County white dent. First on best bushel white corn Illinois state fair 1902, 1903, 1905. Highest award Indiana State fair. First in class, sweepstakes and Grand sweepstakes Perdue Corn School. Write for circular and price. L. B. Clore, Franklin, Ind.

GRAIN AND SEED FOR SALE. One to five thousand bushels No. 2 hard wheat, One carload of German Millet Seed, One carload Oranger Cane Seed. No. 3 White and Mixed Corn and pure Corn chops. Ask for prices or name best offer our track. Wesley Grain Co. Thomas, Okla.

KANSAS SEED HOUSE, F. Barteldes & Co., Lawrence, Kansas, are headquarters for **ALFALFA, BROME GRASS, ENGLISH BLUE GRASS, CANE SEED, KAFFIR CORN, RUSSIAN SPELTZ, MACARONI WHEAT, DWARF ESSEX RAPE, OKLAHOMA DWARF** and other **BROOM CORNS, KHERSON OATS** and all other **FIELD, FARM** and **GARDEN SEEDS.** Ask NOW for quotations.

GRAIN WANTED.

DAMAGED CORN AND OATS wanted. Address Walt, Box 2, Grain Dealers Journal, Chicago, Ill.

MILLING CORN wanted. Send samples and we will make prompt offers. T. G. White Cereal Co., Cedar Rapids, Iowa.

EAR CORN slip shuck wanted. Name lowest prices delivered Columbus in carlots. Address Dan Joseph Company, Columbus, Ga.

MILL SCREENINGS wanted. Send samples and quote delivered prices in car lots. Address Dan Joseph Company, Columbus, Ga.

WANTED—1 to 10 cars each snap, and sacked shelled corn, and tagged pure corn chops. Write or wire W. T. Wilson, Nacogdoches, Texas.

WE ARE in the market for round lots of No. 2 Hard Winter Wheat, and No. 2 Red Winter Wheat. Also white milling corn. Standard Milling Co., Houston, Texas.

OATS WANTED—Early Champion and Kherson. Car lots. Send samples and delivered prices. State if guaranteed free from mustard. Address Henry Field, Shenandoah, Iowa.

I AM in the market for a car each of Spring Rye, Banner Oats, Improved Leaming Corn, Sanford Corn, Gilt Edge Timothy, a small quantity of strictly Mammoth Clover, Spring Wheat and Beardless Barley. Address Josiah Young, 2 Grand St., Troy, N. Y.

WANTED—To hear from local elevator men (Western and Eastern) who have grain and hay; also manufacturers of mill feed as we are always in the market for the above. Send samples with best offer. If in the west give your rate to Philadelphia and New York. Address Fickes Grain & Feed Co., Newville, Pa.

MISCELLANEOUS.

HAVE \$3,000 to invest, with services, in the grain business in some good town in Oklahoma or Indian Territory. Young man, experienced, first-class references both as to character and ability. Address Box 1174, Oklahoma City, O. T.

GRAIN DEALERS JOURNAL

255 La Salle St., Chicago, Ill.

190

Gentlemen—Enclosed find One and $\frac{50}{100}$ Dollars (\$1.50) for which please send the *Grain Dealers Journal* on the 10th and 25th of each month for one year to

Name of firm.....

Post Office.....

Capacity of Elevator.....

State.....

.....bus.

We have been manufacturing this Cleaner for twenty years, and never had a complaint on same.

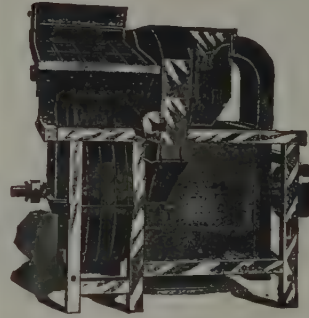


FOR PRICE ON WAREHOUSE
AND ELEVATOR MACHINERY

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INVINCIBLE OAT CLIPPER



This is the way it
earns money
for you.

1. Less power used.
2. Capacity greatest for power and space used.
3. Life of machine longer.
4. Less attention needed.
5. Better quality of work done.

It excels all on these points.

This machine has the greatest capacity with a minimum shrinkage. It has large, wide shoes and great clipping surface. Made of all iron and steel. Capacity 2,400 bushels per hour. Write us about it.

Invincible Grain Cleaner Co.
Silver Creek, N. Y.

REPRESENTED BY

Geo. J. Noth, 501-502 Traders Bldg., Chicago, Ill. Phone Harrison 667
Edw. A. Ordway, 512 Exchange Bldg., Kansas City, Mo.
J. N. Bacon, Balchorne Block, Indianapolis, Ind.

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Strong & Northway Mfg. Co., Minneapolis, Minn.

Monitor Machines Are Built To Wear

Always—Every Time—You may depend upon this one thing: That when you install a Monitor Machine in your place of business you are getting the best possible value for your money in dependability, construction and operation.

Monitor machines are the product of skilled and expert workmen. They represent the result of years of experience in building grain cleaning and grading machinery. They are built, not for style nor for looks, but to do the work for which they are designed in the best possible manner. That they have been satisfactory is evidenced by the fact that there are more than

THIRTY THOUSAND IN ACTUAL USE

Let us send you catalogue that tells about Monitor machines and gives the unsolicited endorsement of the thousands of present day users to their merits.

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NEWSPAPER DIRECTORY

GRAIN DEALERS JOURNAL

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CHARLES S. CLARK,
Manager.

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value of The Grain Dealers Journal as a medium
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The character and number of advertisements
in its columns tell of its worth. If you would
be classed with the leading firms, place your
announcements in the leading Journal.

Letters

on subjects of interest to those engaged in
the grain trade, news items and crop reports
are always welcome.

Entered at Chicago, Ill., Post Office as
Second-Class Matter.

CHICAGO, ILL., FEBRUARY 10, 1906.

UNIFORM rules of trade would facilitate and encourage trade throughout the country.

YOUR profits can not be increased by denouncing or despising your competitor. Get together.

CROP experts are struggling with fanciful dreams about the death of the winter wheat crop.

INSIST on having official certificates of weights and grades. Shippers pay for them and are entitled to them.

PASSING No. 3 corn into public elevators as No. 2 is very likely to have a depressing influence on market values.

CAREFUL classification of grain in buying, handling and shipping will increase profits and reduce losses. Try it.

CARS are more plentiful, but sellers are scarce. Farmers are so well fixed "they do not care to give away their corn."

SOME buyers receive few acceptances, even when their bids are above all others, because their discounts are known to be heavy.

A SOLID cement floor in basement of your elevator will make it an easy matter to keep it clean, prevent wastage when you have a choke-up, reduce the fire hazard and relieve your house of rodents and insects. A clean whitewashed basement is very repulsive to rats and weevil.

BUYING stock in a new bank may result in the old bank's encouraging a new grain firm. Stick to your own business.

WRITE and telegraph your representatives in the United States Senate to-day to support Rate Regulation Bill as passed by House.

A CONVENIENTLY arranged, well built elevator may cost a little more at the start but the owner knows the repair bills will be small.

WELL CLEANED shipments are never docked for, or graded low on account of dirt. Do not overlook the profit in cleaning.

THE grain dealer who abides by his contract only because he believes the law would compel him to do so, is not a safe man to do business with.

CRIB ventilators are credited with reducing the percentage of moisture in corn enough to permit careful buyers to escape discounts and losses.

UNTIL carriers are induced to furnish grain proof cars shippers must continue to cooper carefully each car presented for loading or suffer loss by shortage.

DO NOT blame your engine because it does not give maximum results from inferior gasoline. Buy a hydrometer and insist upon having what you pay for.

DOCKAGE of receipts by terminal elevators for future shrinkage has never been justified, but it will be continued so long as shippers and carriers tolerate the steal.

IT IS easy enough to pay No. 2 prices for water-logged grain, but a very difficult matter to exchange it for the same amount of cash in any terminal market.

PARTIES to arbitrated cases could greatly help the arbitrators to a clear understanding of the case by agreeing upon a written statement of facts in advance of submitting it.

SEND us a statement of discounts suffered from July 1 to Jan. 1 last on grain shipments which failed to grade by markets, so that a comparison of the average discounts on each grade can be made.

KEEP an average sample of each car of grain shipped in a place where it will not dry out quickly. In case of a dispute over quality the sample will be of great assistance to you in judging of the fairness of buyer's claim.

FORTY millers met at Hutchinson, Kans., recently and adopted a resolution agreeing to buy no more wheat in carload lots until Feb. 15th. The millers are convinced that the farmers have become entirely too greedy. This action may affect some elevator men whose houses are full of wheat, but they can readily find a market for their grain elsewhere.

BAITING grain dealers as practiced by Kansas farmers is properly denounced by Mr. Hoffman in his article in this number. If you do not enjoy such treatment act on his excellent suggestion.

BUYERS of damp corn in the surplus districts who have installed dryers are reaping rich profits on this year's purchases. However, they are very careful not to reduce their grain to dust.

STRONGER grain car doors would reduce the shortages in shipments and increase the freight receipts of rail carriers more than the cost of the best cars obtainable. Tell the freight traffic officials of your road about it.

ACCEPTING worn out cars for the shipment of your grain will encourage the railroad company to keep them in service. By refusing to entrust your grain to their feeble frames you induce the companies to provide proper equipment.

THE CONCRETE elevator at Cedar Rapids, Ia., still stands but half completed, a monument to the folly of contracting with inexperienced builders for work of a special character. It will cost as much to remove the worthless mass as it did to build it.

AN INDIANA shipper complains in "Letters from Dealers," this number, of an average shortage on 19 cars of 26 bus. When shortages strike that high average it is time to investigate everything very carefully. What is your experience with the same markets?

NON-SUPPORTERS of grain dealers' associations benefit by much of the good work done by the organizations, but shut their eyes to the possibilities of even greater improvement of trade conditions were they to contribute their funds and active support.

A NOVEL plan for securing new members has recently been adopted by the Indiana State Millers Ass'n, which, if lived up to, is sure to extend the organization's field of labor and strengthen it financially. At the recent meeting it adopted a resolution binding each member to bring in one new member within 90 days or forfeit \$5.

COUNTRY BUYERS who last year filled their cribs with "No. 2 corn" and took out corn mash in the spring do not need to be warned against repeating the expensive operation, but optimistic dealers who insist upon bidding high for wet corn seem to know they can handle every grade at a profit.

BRIBERY of legislators with free passes having been discontinued by one of the large eastern railways, the members of the House are awakening to the fact that they no longer represent the corporations. Hence the prompt passage of the resolution to investigate the iniquitous trunk line railroad monopoly.

THE USE of chemical fire extinguishers upon burning grain is accompanied by unknown dangers to the consumers of the grain. Do not deprive yourself of the moral right to sell the salvage by using extinguishers of unknown contents. Salt or soda water are sufficiently effective for any emergency, when a bountiful supply of water is not at hand.

AN IOWA company has adopted a rule forbidding its buyers to bid on grain until the farmer has driven onto scale platform. Street buying is the bitterest promoter of overbidding ever discovered by the grain trade and should be abolished. The expense of maintaining street buyers is unnecessary and seldom is limited to the salaries paid.

SO MANY grain elevators have been sacrificed to locomotive sparks it would seem time to cease constructing elevator roofs of combustible material and to keep all windows closed tight or covered with fine galvanized screen. The more elevator owners strive to reduce the fire hazards of their plants the lower will be the cost of insurance in reliable elevator mutuels.

RELIABLE Government crop reports are still a long ways off and it will take much hard work to bring about an improvement. The Keep Committee, which has been investigating the methods of the Agricultural Department, does not hesitate to condemn it. The service of one traveling expert judge of condition in each state would result in much more reliable reports than are now issued.

EFFORTS to force men to agree to the truth of any theory according to history of the ages have proved dismal failures. Bigotry which does not tolerate different views is out of place in this century. Grain trade associations can not expect to benefit members by fighting one another. Through harmonious co-operation only can the greatest improvement in trade conditions be attained.

IN THIS number, the Chief Inspector of Kansas says that a sudden rise in the market invariably results in a remarkable increase in the number of applications for reinspections and intimates that buyer's judgment is generally biased by self-interest. No doubt of it. As long as shippers are foolish enough to guarantee the grade of their grain until it is unloaded they will be called upon to bear the burden of declines in the market as well as natural deterioration in the quality of the grain. If buyers are not satisfied with 24 hours in which to reject grain let them buy elsewhere. When they buy it, they get control of it and can delay it in the yards until it does deteriorate if the market declines. As long as shippers guarantee the grade of their grain until it is unloaded they must expect to have many losses unjustly forced upon them.

FOREIGN buyers continue to complain of the quality of grain received from Atlantic ports, which may be responsible for Senate bill 3685 introduced recently by Senator Carter. It authorizes and directs the Secretary of Agriculture "to examine and report upon the nature, quality and condition of any sample, parcel or consignment of seed or grain which has been submitted for that purpose and to furnish a copy of the report to the person who submitted the seed or grain."

A VERY good suggestion for reducing the fire hazard has recently been circulated by the Michigan Millers' Mutual Fire Ins. Company, which can be adopted by every elevator owner without incurring much expense. The company recommends the use of a white-wash formed by adding to lime slacking in water all the salt that the solution will dissolve. This forms a white-wash that can be applied with a brush to the interior with the result that the premises are lighter and cleaner and the solution has a tendency to retard the spread of fire.

SOUTH DAKOTA'S Railroad Commission may be able to compel grain buyers of that state to buy grain by bushels of the established legal weights, but they will never be able to induce them to pay grain prices for dirt and foul seeds. Some buyers in all sections of the country have installed modern cleaners and remove all foreign matter and return it to farmers before weighing their grain. This improves the quality of the grain, reduces the chance of its heating and prevents heavy docking at destination. The country buyer can afford to pay for grain only as that is all he can collect for, hence he must return the dirt, dock receipts or take more for a bushel.

WAREHOUSE receipts as a rule are looked upon as gilt-edged collateral and banks are generally only too glad to loan money upon such security, but the echo of the Lloyd Smith and McReynolds failures will continue for some time to sound a warning to the money lenders, so the bankers may be expected to look with some suspicion upon such certificates until they are surrounded with more safeguards. Storage guarantee companies have in the past closed and sealed certain bins in different country elevators and issued guarantee warrants for the grain, which permitted elevator men to secure a loan at a very low rate of interest. The supervision of the grain by such a company proves of much assistance to country borrowers in that they can get money at a very low rate. In the city ample machinery is provided for guarding against swindles of this kind in public warehouses, and it would seem a very easy matter to adopt the same plan for preventing the issuance of certificates in excess of the contents of private elevators.

RIGID rules requiring loading to capacity continue to make much grief for grain shippers. It is not right that cars should be loaded to the roof as it is next to impossible to inspect it until the car is unloaded. This places a positive check on business and forces shipper to stand the deterioration due to delay in unloading. The entire trade should take a firm stand against the rules requiring loading to the roof.

SO MANY elevators are being built at some stations in the Northwest that they cannot long be worth the market value of the materials used in their construction. Surely no sane grain man would buy one of ten elevators at a million bus. station of the winter wheat district, yet some elevators have been erected in the Northwest where the prospective purchases could not be expected to exceed 30,000 bus. annually. Such marked overbuilding is very likely to result in elevator property becoming a drug on the market and fire insurance rates being advanced to a prohibitive figure.

THE OHIO statute making the owner of the building liable for losses suffered by victims of bucket-shops was invoked for the first time recently at Columbus, as reported in "Supreme Decisions" column, this number. By enlisting victims, reformers and property owners in the war against the illegitimate concerns the Ohio law will greatly aid in the killing of the parasites. Other states, Illinois among them, could with advantage to all interests copy the Ohio law, which recently was sustained by the United States Supreme Court, as a substitute for the present ancient statute, which is more of a hindrance to legitimate Board of Trade transactions than a curb on the bucket-shops.

THE HEPBURN-DOLLIVER BILL.

At last the Hepburn-Dolliver Bill has been passed by the House of Representatives with but few dissenting votes, and these cast by friends of the railroads and enemies of the people they are supposed to represent. The Senate, which usually calmly ignores all which it does not fully approve of, is all agitation, for the people of the country are pointing to it as the real bar to reform in the matter of freight rate regulation.

The shippers of the country have been so thoroughly stirred by the remarkable disclosures of discriminations and unjust favoritism of large shippers that none will rest until discrimination is permanently checked. The shipping public, and especially the small shippers, are impressed with the necessity of fair and equitable rates for all. With the continuation of the rank discriminations of bygone days, the small shipper cannot hope long to continue in business.

Many ass'ns and individuals are working earnestly with their representatives in

the U. S. Senate to secure early and favorable action on the Hepburn Bill, H. R. 12987. Wise leaders, recognizing the folly of permitting the bill to be amended on the floor of either house, have refused absolutely to permit it to be tampered with in any way. The bill is carefully drawn in the interest of fair and just rates. If still other legislation is needed to secure these, then it may be obtained thru the medium of special bills, but the leaders are determined that the Hepburn Bill shall not be destroyed by amendments.

Every shipper who feels that his business needs just as low a rate as any one else gets should work earnestly with his representatives in the U. S. Senate to induce them to support this bill. It is especially essential to the business of the small shipper. In the past the large shipper has generally been able to take care of himself.

SCALE INSPECTORS.

Profiting by the remarkable success of the Iowa Ass'n in the matter of inspecting scales of members, the Kansas and the Indiana Ass'ns are seriously considering the advisability of employing expert scale men to give their entire time to traveling the territory covered by the Ass'ns in hope of insuring the members against loss by incorrect weights. The work of the scale inspector of the Iowa Ass'n has brought more traceable returns to individual members than any other work heretofore conducted by an organization which has inaugurated many new lines of profitable work, which of itself should be enuf to recommend the work to every other Ass'n.

AN ALLIANCE FOR FAILURE.

Unfortunately for the co-operative elevator companies of Kansas, many of them have been drawn into an alliance with Kansas City's bucket-shop, which is certain to hasten the failure of the co-operatives. It will not be practicable for them to market their cash grain on the floor of the so-called National Board of Trade, because its habits are strangers to such "trash." Money is more easily made on figures which are supposed to represent real transactions. The National Board has no legitimate excuse for its existence and the wonder is that it has been permitted to continue going thru the motions of "doing business" in the same room another month.

HEAVY DISCOUNTS.

Many shippers have complained most vehemently of unreasonable discounts, yet few seem willing to give detailed statements of specific shipments. It is not possible to tell whether one market is discounting on a certain grade below contract more than another market unless the essential facts concerning a num-

ber of shipments to different markets are compiled and compared. The date of shipment, the market shipped to, grade sold for, grade given upon arrival and the amount of the discount are absolutely necessary to an intelligent comparison. Shippers who are willing to assist in the investigation along this line should give us these facts bearing on all shipments made during the last half of 1905. The letters of many shippers, quoted elsewhere in this number, place the blame on the carelessness of shippers in handling their grain. Read over the statements of your brother dealers and let us know your views and experiences.

ANOTHER FORGED B/L.

Another receiver has been caught napping by the B/L forger. This time the loss is not large, but might have been much greater. The receiver gave up \$2,100, but the sharper only needed \$750. At least that is all he took with him.

In this case, the Heim Grain Co., of Kansas City, was caught by one representing himself to be "Gus Witt, an extensive farmer of Hudson, Kans." How anxious some receivers are to get grain direct from farmers.

It would seem time something were done to make it more difficult for sharpers to obtain blank Bs/L. Whenever one familiar with the business gets hard up the forging of Bs/L seems such an easy way out of the difficulty that it invites weak characters to prey upon receivers. The banks, the railroads and the receivers are all interested in protecting themselves against this swindler, yet none seem willing to take the lead in securing the reform.

THE NEBRASKA ASS'N PERMANENTLY ENJOINED.

Nebraska's Supreme Court has declared the state's anti-trust laws valid and made permanent the injunction issued against the Grain Dealers Ass'n of Nebraska. Regardless of this decision of the court and regardless of any previous action of the organization, the regular grain dealers of Nebraska have the well-established right to associate together for the promotion of their common interests. Thru the medium of state and local organizations they can foster friendly relations and thereby minimize cut-throat competition, so expensive to the trade at large and the farmers. There is no statute or moral law which requires grain dealers to indulge in perpetual warfare.

The ass'ns which have given time and money to improvement in the selection and care of seed grain, the obtaining of better cars, the improvement of transportation facilities and conditions, and especially in the improvement of conditions surrounding the trade at terminals, have effected economies in the business life of the country in which every producer and consumer of grain has shared.

The tendency to denounce every ass'n as a trust based solely on selfishness is

wrong and indefensible. The time has come when the organizations are entitled to full credit for the good they have done, but unless the individual dealers will stand out in the open and firmly defend the organizations, they must expect the established opinion to prevail.

CAUSES OF ELEVATOR FIRES.

Secretary McCotter of the Grain Dealers National Mutual Fire Ins. Co. is carefully compiling a record of every fire occurring in a grain elevator, the purpose being to arrive at the true causes of fires, that he may the more intelligently direct the work of reducing fire hazards in grain elevators, as well as the number and the amount of losses.

Through specialization and careful study of a single line one can reduce the insurance of that line to an exact science. The stock companies, in making their rates on everything from a stone quarry to a powder mill, have been guided solely by past experience and their need of money, hence it is but natural that their rates have been high.

The record compiled by Secretary McCotter since the organization of the National shows that the "total loss" fires constituted 546 per cent of the total number reported, the "partial loss" 227 per cent and the "no claim" losses 227 per cent. The power used in 679 per cent of the plants visited by fire was steam, 283 per cent gasoline, 19 horse power, and 19 water power. The causes of the 53 fires are classified as follows:

Causes of Fires.	No. of Fires.	Per cent.	Amounts paid.
Outside exposure.....	6	114	\$ 7,830.18
Supposed incendiary..	4	075	11,206.28
Cob burners	2	038	4,884.28
Locomotive sparks....	15	283	16,685.91
Cigar stub in waste basket	1	019	3,500.00
Lightning	6	113	1,939.35
Hot boxes	6	113	9,914.08
Careless use of cobs for fuel	1	019	4,953.77
Exhaust pipe	3	056	4,533.89
Overheated stove	1	019	no cl'm
Tramps	4	075	4,528.86
Origin in boiler room	2	038	1,090.00
Unknown	2	038	7,411.73
	53	1,000	\$77,978.33

Grain men who are about to build elevators or are so fortunate as to have one should study carefully these statements of causes, then promote their own interests by carefully inspecting their plants for known hazards. Conscientious consideration of fire hazards by elevator owner will surely save them much in fees and prevent the interruption of their business by the destruction of their property.

The self-inspection feature has given the trade such a flattering proof of the benefits to be secured through frequent inspections of property that too much cannot be said in behalf of it. The first year's trial should commend it to every elevator owner. It is, indeed, gratifying to know that some elevator men are going even farther and strive to obtain the opinions of fire-hazard experts before erecting their plants. Some, by doing so, have secured a very low rate of insurance on their new buildings as well as its contents.

Elevator owners can reduce the cost of their insurance to a minimum figure if they will but co-operate with their employees and the insurance inspectors to eliminate hazardous features in construction and carelessness in the maintenance of their property. A study of the subject, followed by thoughtful practice is sure to bring material reward to every elevator owner who sincerely investigates the matter.

Letters From Dealers

[Here is the grain dealers forum for the discussion of grain trade methods, practices and needed reforms. When you have anything to say of interest to members of the grain trade, send it to the Journal so your convictions will be given wide circulation and have great influence. Write it now.]

SHIPPERS' REPRESENTATIVE TO WATCH WEIGHTS?

Grain Dealers Journal: Our outturn weights have been very unsatisfactory. One car shipped to Indianapolis was short 85.52 bus.; 6 cars to New York, 161 bus.; 12 cars to Baltimore, 360.49. This is a shortage of 26 bus. per car. Weights of this kind are calculated to put a small dealer out of business.

How would it do for the Indiana Grain Dealers Ass'n to appoint some good responsible men to be at the large terminal markets thru the busy seasons? Arrangements should be made to have this man look after the interests of us country shippers. He should be reimbursed by the terminal operators, as they have to employ some one, and why not our agent? Possibly we would get better results by allowing them so much per car, and when not satisfactory discharge them and put in new ones.

This, together with compelling the railroad company to deliver as much grain at terminal points as received from shipper or country dealer, would, in my opinion, be of great benefit.—S. J. Haines, Petersburg, Ind.

LEGAL BUSHEL TO BE ENFORCED IN SOUTH DAKOTA.

Grain Dealers Journal: Complaint has been made to the South Dakota Board of Railroad Commissioners that it is, and has been, the practice of grain buyers in this state to take 50 pounds per bu. of barley, 32 to 33 1-3 pounds per bu. of oats and 61 and 62 pounds per bu. of wheat, which practice is made a misdemeanor by the laws of this state, which provide:

"Any person, firm, company or corporation purchasing grain in the State of South Dakota who shall take or keep a greater number of pounds per bu. than that established by law is guilty of a misdemeanor." It is also provided that 60 pounds of wheat, 48 pounds of barley and 32 pounds of oats shall constitute a bu.

It is, of course, legitimate for the buyer to protect himself against dirty grain by fair, open and above-board methods, such as establishing differences in grades, or in prices, or, perhaps, by a fair deduction as dockage, but the fixing of the arbitrary weights complained of is held by this Commission to be unlawful and steps will be taken by this Commission to correct the evil. The buyers state that if they are required to purchase grain at the weights established by law, and they are not permitted to dock it for dirt, they will be compelled to give it a lower grade and pay the price accordingly, but complaints made to this office show that the seller, whose grain was marketably clean, has been subjected to the same treatment as those whose grain was unclean. While this Commission recognizes the rights of the buyer to protect him-

self against dirty grain by legitimate methods, this Commission will seek by every means in its power to prevent the extortionate and illegitimate methods complained of. The Commission will respectfully urge grain dealers to buy on a basis of the legal weights and will advise farmers to refuse to sell at any other than the weights established by law.—Wm. H. Stanley, Sec'y Board of Railroad Commissioners, Sioux Falls, S. D.

ABOLISH TAX ON ALCOHOL.

Grain Dealers' Journal: Several bills have recently been introduced in Congress to abolish the internal revenue tax on alcohol for purely mechanical purposes or for use in the arts. This tax amounts to \$.07 per gallon.

Such legislation would be of very great benefit to the large masses of the American people, but will no doubt meet vigorous opposition by the Standard Oil people and possibly a few others.

The following resolutions favoring the proposed legislation were adopted recently by the Ohio State Farmers' Institute at Columbus:

Whereas, The present government tax on alcohol is \$.08, thus prohibiting its use for mechanical and industrial purposes, and

Whereas, The removal of this tax would at once open a market in the United States for 50,000,000 bus. of corn or its equivalent in potatoes or other vegetables,

Resolved, That we urge our representatives in Congress to labor for the removal of said tax from denatured alcohol to be used for mechanical and industrial purposes.

This quantity of corn will be equivalent to about 250,000,000 gallons of proof spirits or about 133,000,000 gallons of alcohol.

It seems to me that this question should be agitated with a view to arousing public sentiment to the point where Congress will take favorable action. Yours truly, L. W. Dewey, Blanchester, O.

THE COUNTRY ELEVATOR MEN'S OPPORTUNITY.

Grain Dealers Journal: If I had the co-operation of proprietors of country elevators throughout the surplus grain states I would pass down the line this message: "Hold your grain from the markets for one week."

And is there a dealer who, if this were done, but believes that before the expiration of the week corn, oats and wheat would advance with a bound which would startle those who are manufacturing all of this Bearish Dope which has depressed prices during the past week?

Have you not noticed how in one short night these self-constituted experts on the market conditions often change from Bulls to Bears—and furnish you with as many apparently plausible reasons why the market should decline, as on the day before they gave in evidence of why it should continue to advance? Did you ever think how impossible it is for general conditions to change so in one day as to effect the market in this way?

A few days ago you could see nothing in print except bullish news, now—you see nothing except bearish reports. Do you suppose that either the demand or supply has changed during this brief space of time?

If corn was worth forty cents two months ago, why isn't it worth forty cents now, yet it is selling for three and four cents per bushel less. They told us that the reason it was high two months ago was that "receipts were light," yet the railroads declared that receipts were so enormous that they could only furnish the

average shipper about four cars per month.

These same dope manufacturers are telling you now that it is cheap because receipts are heavy, yet the railroads will now fill your side tracks with empty box-cars if you only intimate that you may need a car. This is a fair sample of the reasoning indulged in from one season's end to another, telling you the causes for the market fluctuations. Bulls when it is to their interest to be, and Bears when their interests change, and we "chumps"—the grain men, sit with our hands folded bemoaning the uncertainties of the market—forgetting that four-fifths of all of this grain passes through our hands, and that we absolutely have it in our power to make the market.

The most enthusiastic people I know of to-day are the cotton growers of the South, who a few years ago organized the Southern Cotton Growers' Ass'n for the systematic and judicial marketing of their product. Instead of five to seven cent cotton, as had been the rule for many years, they have under the leadership of President Harvy Jordan been able to get from ten to fifteen cents per pound for their cotton. They were made fun of and ridiculed as fanatics, but they are "in the saddle" now, and while the Wall street speculators are telling the spinners what cotton is really worth, the farmer has been taught to believe that since he labored to produce that cotton he should be allowed to have something to say as to what it is worth. All of the producers having agreed upon a price to turn loose at, the spinners are forced to pay the price or shut down their mills, and "Mr. Wall Street" has about as much to do with pricing it as he had to do with plowing it.

Controlling the sale of grain is much less difficult than regulating the sale of cotton, for the reason that there are innumerable ways of getting cotton on the market, and the movement to control or regulate the sale of it had to begin with the farmer, whereas, in the case of grain, it could be controlled or regulated through the elevator men, who would certainly have the support and hearty endorsement of the farmers. I am not foolish enough to advocate the feasibility of creating a fictitious value for grain, and such is not the purpose of the Cotton Growers, but I do repudiate the right of speculators to create an abnormal market, which is usually a bearish market, because they meet with no organized resistance to a decline.

We need a thorough, active and live organization of elevator men to go after the root of all of our troubles, which is a regulation of the marketing of the grain crops, and just dealings on the part of the railroads. We have to fight for all we get these days.

Who are ready for a fight "to a finish" for these reforms? If you favor it, say so; if you are not friendly to it, tell us why. Yours truly, Ben A. Neal, Millersville, Ill.

Receipts of Wheat and Corn at Primary Markets.

Receipts of winter and spring wheat at the leading primary markets since July 1 and prior to Feb. 12 have been 176,539,000 bus., compared with 164,191,000 bus. for the corresponding period of last season.

Corn receipts for the present crop year prior to Feb. 12 have been 118,587,000 bus., compared with 109,757,000 bus. for the corresponding period of last year.

Asked— Answered

[Readers who fail to find information desired on any grain trade subject of general interest should send us their query for free publication here. The experience of your brother dealers is worth consulting.]

ADDRESS OF INVENTOR OF PNEUMATIC ELEVATOR?

Grain Dealers Journal: I read in the Grain Dealers Journal for Jan. 25, page 123, that Samuel Olson has patented a pneumatic grain elevator. I would like to know his address.—C. E. N.

Ans.: The address of Samuel Olson is 160 North Sangamon street, Chicago, Ill.

HOW TO ARRANGE ELECTRIC BELL?

Grain Dealers Journal: I would like to have an electric bell in my elevator so I can ring from either floor, having the bell in the basement.

Does any reader of the Journal know of an elevator having a bell like this?—J. F. Cook, Humrick, Ill.

TO GET RID OF WILDCAT BUY- ERS.

Grain Dealers Journal: In reply to Mr. McBride of Mountain View, Okla., on how to shut out the wildcat buyers, I would say I have had some experience along that line myself and have been able to overcome all of them so far.

Do nothing at any time that you would be ashamed of. Be honest; pay what the market will afford, but no more. Give good weight and treat your customers right and you will win in the end. Wildcat business never did and never will do any good.—J. M. C.

COST OF ELECTRICITY TO RUN MACHINERY?

Grain Dealers Journal: How much do country elevator men have to pay for electricity to run a 200-bu. per hour grain cleaner, a small seed cleaner and one elevator leg with 7-in. buckets? Is electricity suitable for such use.—H. L. C.

Ans.: Electric light and power companies' rates vary widely because of the different conditions under which they operate; but roughly it may be said that electric power for elevator service is sold at from 3 to 8 cents per kilowatt hour. A horse power hour is 746/1,000 of a kilowatt hour, so this would equal 2 3/4 cents to 6 cents per horse power hour.—James R. Cravath, Electrical Engineer, Chicago, Ill.

ATTACHMENT ON CAR SHIPPED ORDER?

Grain Dealers Journal: Will some reader of the Journal please let us know thru Asked and Answered column if a car billed to order, the B/L being attached to draft, the draft being deposited in the bank as cash, can be attached for a real or imaginary claim of some one at destination.

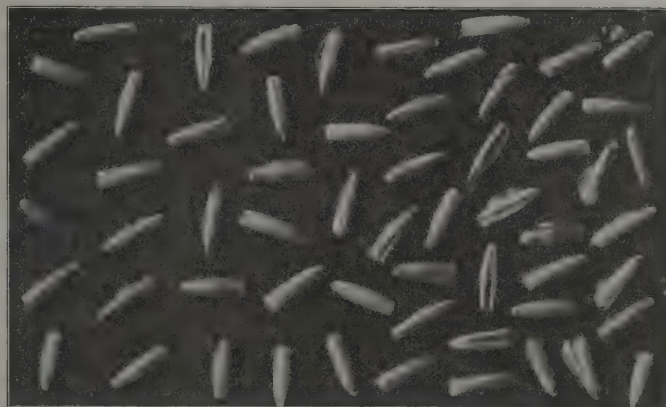
We are in receipt of a threatening letter. A claim is made on us which is unjust, and while we are willing to meet anybody half way we will not be held up if we can avoid it. The fellow says

that if we do not pay his claim he will attach the first car that he sees. We would like to know just where we stand and be governed accordingly.—C. W. P.

Ans.: In the Grain Dealers Journal for March 25, page 354, was reported an identical case, wherein a dealer at Moultrie, Ga., attached a car of corn shipped by Henry Heile & Sons of Cincinnati on a claim. The car was levied upon and sold by the sheriff. The bank holding the B/L and draft brot suit and was given judgment by the Supreme Court of Georgia for the full amount.

HOW WERE THE OATS CLIPPED?

Grain Dealers Journal: I send the Journal a sample of oats, a few of which are shown in the engraving herewith, repro-



A Mystery—How Were the Ends Cut Off These Oats?

duced from fotograf, which to me are quite a curiosity.

All the oats in a certain bin were shipped out Jan. 13. The bin was swept so that there was nothing in it. Since then I have put seven loads of oats back into that same bin, but none of them had the appearance of clipped oats.

Our feed grinder is arranged so that when we grind we are forced to allow our buckets to run, but we do not have power enuf to allow any grain to feed into the buckets. While grinding Jan. 18 we began to lose power, and upon stopping the mill to locate the cause, we found that the slide in the floor was up about 1/2 inch and was allowing oats to run from the bin mentioned above, into the front pit; and, the slide being up, the buckets were full of oats.

I noticed at once upon reaching into the buckets the strange feel of the oats and drew out a handful of them as far up and down as I could reach. They all seemed to be the same as sample. By filling the tester a handful at a time from the buckets I could reach I found they tested 44 pounds strong. We have not bot any oats that looked as these do, to my certain knowledge. There is no oat clipper in this section of the country and oats handled have all been bot from farm trade.

Some who saw these oats claim it was caused by wear. But we have not been running much of the time and at the longest these oats have not been in the elevator over five days, so I can not see where the wear would come. I should like the opinion of the readers of the Grain Dealers Journal in this column of the cause of the oats appearing clipped. J. H. Stickney, Warren, Ill.

FAILURE OF BANK COLLECTING DRAFT?

Grain Dealers Journal: When a car of grain is sold shippers order with B/L attached, who should stand the loss when the bank at destination fails after having handed the B/L to buyer, who paid the draft? The shipper's home bank claims the shipper should bear the loss. I would like to have the opinion of other grain dealers as to who should bear the loss.—Shipper.

PROPER DOCKAGE ON NO. 4 CORN.

Grain Dealers Journal: We note Mr. Beggs' inquiry in the Journal, page 29, Jan. 10, for the difference between No. 3 and No. 4 corn. We do not know what the discount on this grade of corn is in

public markets, but believe as a rule that we get a lot of this kind of corn in Michigan every year which is sold to us as cool and sweet yellow corn, usually at 1c per bu. discount. It is possible that even this grade of corn if handled quickly here would command, if not too damp, No. 3 yellow price.—Michigan Buyers.

HYDROMETER FOR TESTING GAS- OLINE.

Grain Dealers Journal: Will the Journal please give us the name of some one of whom we can buy a hydrometer and glass for testing gasoline as described in the Journal for Jan. 25, page 107? La Rose Grain Co., La Rose, Ill.

Ans.: Hydrometers for testing gasoline marked with the Beaume scale are sold by E. H. Sargent & Co., Lake street, Chicago, and The Fair, State street, Chicago, Ill.

Scribes who flourish such a beautiful pen that the grain receiver cannot decipher the name or address should invest in a few printed letterheads or a rubber stamp.

Resolutions that operations of bucket-shops be limited were adopted Feb. 1 by the Board of Supervisors of Rochester, N. Y., and certified copies were sent to each of the representatives in the state legislature.

I am informed from there that Russia, being a favored nation with Germany, makes great preparation to supply the latter with grain by building large elevators at Reni, a Russian frontier town on the Danube river.—E. W. Kalb.

Discounts in Different Markets.

Country shippers are requested to furnish the Grain Dealers Journal with the following facts regarding each car that they have had discounted during the last half of 1905: Car No., initials, date shipped; market shipped to; grade sold for; grade given by inspectors, and amount of discount. To show up each market in a just comparison with others it is absolutely necessary that a large number of shipments be reported upon in the aggregate, with number of cars and exact discount at each market. Every dealer owes it to himself to make a report to the Journal of the discounts he has suffered.

The experience of many country dealers is given in their letters published herewith. Additional letters will be published as received. Let other dealers hear from you.

NO TROUBLE WITH MISGRADES.

Grain Dealers' Journal: I have had no trouble with misgrades this year.—F. G. Needham, Atwater, O.

ABOUT AS WELL OFF NOT TO SHIP.

Grain Dealers' Journal: City elevator people make the country shipper stand all the loss in or out and shave heavy besides, and we feel about as well off not to ship anything.—W. Hibbits, Muncie, Ind.

HEARS COMPLAINT.

Grain Dealers' Journal: I hear some complaint of the grade of grain. I sold all my output of corn at mill on my track. No cars were out of grade. I handled 35 cars of corn from Nov. 1 to Jan. 1.—Ben Belden, Xenia, O.

NOT DISCOUNTED.

Grain Dealers' Journal: I have had no grain refused on account of the grade during the six months prior to January 1. Our wheat all sold as No. 2 red.—Louis Katterhenry, Huntingburg, Ind.

NO. 3 WENT NO GRADE.

Grain Dealers' Journal: We have had white oats sold for No. 3 inspect no grade at Terre Haute with 5c discount, and have also suffered discounts at Indianapolis and Cincinnati.—C. W. Mitchell, Lake City, Ill.

CONSIGNING MORE PROFITABLE.

Grain Dealers' Journal: Am not in any position to give an opinion on discounts on track sold grain, as I have not sold any of my grain on track bids for the last 2 or 3 years. I find consigning my grain more profitable. Yours truly, F. W. G. Kopplin, Atterberry, Ill.

UNWARRANTED DISCOUNT.

Grain Dealers' Journal: Recently sold a quantity of oats, which graded No. 3 white, and was discounted 2 cents on the lot.

They should have been graded No. 3 white by all means, for I have shipped worse oats that have graded No. 3 white, and these were extra nice. Yours truly, G. W. Tudor, Lacey, Ia.

DIFFERENT DISCOUNTS ON IDENTICAL QUALITY.

Grain Dealers' Journal: We not only think, but we know, that excessive discounts are taken by some cash houses, who apparently make a practice of doing so, as is shown by 5 cars of oats which we shipped recently to Chicago.

These carloads were of identical quality and grade, and three were shipped to the successors of one of the oldest and best houses on the Board of Trade and the other two went to an old cash house.

We do not often ship to other than the Chicago market, but it seems strange to us that one large house on the same market can use grain at ½ cent discount, while another must needs take 1½ cent;

for had we sold first three cars to the firm to whom we sold the last two we would have received more than \$37.50 above what we netted on them.

Concerns taking 1½ cent discount lose our business forever, and then some, but they are ahead \$37.50.—M. Young & Co., Winterset, Ia.

DRY CORN DISCOUNTED DAMP.

Grain Dealers' Journal: I have not really had enuf discount to complain of, for I shipped very damp corn except in one instance; and quite a few sained white oats. The one instance was a car of corn that went to Terre Haute, which I considered dry and not damp as alleged.—Dexter Baber, Dudley, Ill.

DISCOUNTS EXTREMELY HIGH—DAMAGED BY DELAY.

Grain Dealers' Journal: We think that some of the discounts for off grades are extremely high.

We have filed claim against the C. C. & S. L. Ry. Co. for damage caused by delay on car 93071 and for shortage on same; also for excess freight on cars 93071 and 7686.

We hope that such differences may be adjusted. Yours truly, Beeson & Seagrave, Losantville, Ind.

SAME CORN GRADED CONTRACT ELSEWHERE.

Grain Dealers' Journal: We have been discounted on 2 Erie cars, No. 103489 and No. 103152, consigned to Buffalo, N. Y. One car was kiln dried and the other was in good condition, and were sold for 3 mixed and 4 mixed, the discount being 2¼ cents per bushel on each car.

The same kind of corn graded contract at Baltimore, and we have no complaint on Baltimore grades.—E. T. Sharp, Muncie, Ind.

SHIPPERS NOT CAREFUL.

Grain Dealers' Journal: I have no complaint to make of any market that I ship to. The majority of country shippers are not careful enuf in taking care of their different grades; and this neglect is the cause of most of the trouble. I am always careful to select good, reliable commission firms and careful of my grades. This is the reason I have no complaint to offer.—T. A. Brown, Lewistown, Ill.

DISCOUNTED 28 CENTS.

Grain Dealers' Journal: We are cut enough in any market, but it seems to me that Indianapolis is about as unfair a place as to grade and weights as I can go with grain. Baltimore is one of the worst places I know of if corn is a little damp or damaged, and I have that that they should be barred from buying.

Last year I shipped a carload of corn, from an open crib, to Baltimore, also one from the same crib and the same day to Detroit. The car to Detroit graded No. 4 and discounted 1 cent, while the car to Baltimore was discounted 28 cents a bushel. I was charged domestic rate of freight and some \$11 or \$12 for cleaning, and I do not think they could think of anything else or they would have charged me for that. I had sold the car or would never have settled the amount due them until the supreme court said I should.

I wrote the firm that I never wanted to hear from them again, but had to write them the same letter again last fall, as they came back and asked me for more business.

Had they sent word that the car was out of condition I should have had it returned and taken care of it myself. My

loss was \$310.40 on 1,170 bushels of corn, and they might just as well have held me up at the point of a gun and taken that much from me.—J. S. Cameron, Elliott, Ill.

DISCOUNTS LARGE.

Grain Dealers' Journal: The discounts on track sold grain are large enough to satisfy most any one. We have usually consigned, but last year we sold considerable on track and were fortunate enough, upon taking the matter up personally, to have the discount adjusted, but not quite satisfactorily.

This should be looked after and we are glad to hear that someone has interested themselves enough to cause an investigation. Let the good work go on: Yours truly, McElroy & Treadway, Arenzville, Ill.

DON'T EXPECT DAMP GRAIN TO GRADE.

Grain Dealers' Journal: I have no complaint to make against the track buyer as regards discounts. When I sell on contract I always select the parties to whom I sell, and must say that so far I have had no trouble. I have not had a car miss grade since July 1.

Now, we all know that there are men in the grain business who are careless and neglect to properly clean grain; they also buy grain that is damp and often musty, they expect it to grade. This is often done thru eagerness to get all the grain, and of course the grain fails to grade.—Illinois.

MARKET BROKE—DISCOUNTED.

Grain Dealers' Journal: During the month of December I sold and shipped to Detroit, Mich., three cars of nice yellow corn, recleaning same before loading, and on arrival at Detroit, the first car graded 4; discounted 1½ cents, the second car grading contract, No. 3, and the third car inspected no grade, discount 6 cents per bu. All of these cars were loaded with the same quality of grain, coming from one farmer, and all loaded out about the same time; but it might be well to add here, that the market broke 2c before these cars arrived. I have not been able to get any rebate on this third car. This experience is only one of many the average dealer gets; but in the future I intend to give Detroit the go-by, and especially the firm I shipped to.—A. H. Edwards, Tolono, Ill.

TURNED ELSEWHERE—GRADE RAISED.

Grain Dealers' Journal: While some of the inspectors' reports agree with the sample of the corn we reserve and keep on hand, there are a few that we consider very much out of line.

We aim to weigh out about 10,000 or 12,000 pounds in a draft, and for each draft loaded we take out an average sample, so that by the time the car is loaded we have about ½ peck as a sample we put in a sack and put on a table. We therefore know almost exactly what is in the car.

A car shipped to Detroit May 30 was reported N. E. G. by the first buyer, and we ordered it turned to another firm, and received the same price for it as the contract price was, and the grade was raised to No. 4.

A car shipped to Buffalo July 6 was reported N. E. G., but after arriving at the mill the parties allowed us full price.

Car reported mixed at Hammond does not show a grain of corn mixed with the oats, in our sample, and we cannot see how there could be any, as we loaded a

[illegible]

Association as an Economic Factor of Business.

[From a paper by W. S. Washer, Atchison, Kan.]

Modern business represents the greatest activity in the history of the world's endeavor. In volume, in breadth of scope, in complexity and intricacy of detail and in far-reaching consequences, the business activities of to-day are marvelous to comprehend. The greatest conquests achieved by the greatest military bodies in history are as naught compared to the victories of America's great commercial armies in the past decade. Why this wonderful recent development? Why this great widening of the field of business activity? The co-operative tendency, the tendency toward association is unquestionably the most potent factor in the development of modern commercial life.

It is an axiomatic fact that demand regulates supply. It is also true that supply can be so handled as to create demand. It is the natural tendency of business to move along lines of least resistance. The present great development of trade is due not alone to following natural courses, but to the unremitting energy which surmounts seemingly insuperable obstacles. The part played by association work in this great scheme of commercial affairs is in the reduction of natural obstacles and in the simplification of business processes.

Any one line of trade is like unto a great machine, with innumerable parts, with varied and complicated processes, all built so that its activities shall co-ordinate in producing a complete and perfect result. Insofar as this machine is perfectly constructed, insofar as each part works in perfect unison with the other, just so far is the most perfect efficiency obtained. Just as a great machine will consume excessive power without developing perfect efficiency by reason of improper construction, by reason of undue friction, by reason of loose gearing and transmission of power to long distances, so does the great machine of commercial life lose efficiency through improper construction. It is an absolute necessity in the business world to-day that commercial energy shall be so constructed that the best results may be obtained by the minimum expenditure of energy. Loose business methods, carelessness, lack of energy, all tend to reduce the efficiency of this great machine. Lack of proper understanding of the relation of part to part, lack of understanding of varied conditions, all tend to lose power.

If our relations with our fellow tradesmen are not sufficiently established upon a firm basis of mutual understanding, friction results; hot boxes develop in the commercial machine, from which spring incipient blazes which may grow into serious conflagrations.

If our business machine is not so geared that direct results are obtained, with least possible expenditure of power, energy is lost which might well be expended toward some other desired end. The ideal business machine can well be builded upon a foundation of association work in its broadest sense.

By meeting together often and learning each others' ways and methods, we may afterward avoid friction in business relations. By stating conditions as they appear in various sections and by comprehending as best we may the full scope of our trade and the relations of its va-

rious parts each to the other, we are enabled to direct our energies along lines that will achieve the quickest, best and most economical results. We are each of us but a small part in the great machine of human activity. Not, however, an insensate piece of mechanism, but endowed with faculties which should teach us to order ourselves so that we may do the most efficient work in our sphere.

By reason of our association as grain men, we have learned in the past few years how better to direct our labor so that greater results may be obtained by a given amount of work. We have learned and are daily learning that the best way to obtain results is to strike directly for the desired goal. We have learned that roundabout methods cause fatal loss of power. We have learned that by concentrating all of our energies toward the attainment of the desired result that the end has been accomplished to the mutual benefit of the greatest number. Based on our knowledge of what has been accomplished in the past, we should continue to concentrate our energies toward the betterment of trade conditions and toward the eradication of the evils which yet remain. Thus only can the maximum economy of energy be accomplished.

Absolute fairness in our relations with each other is the one successful lubricant which can make the wheels of the great business machine turn smoothly and noiselessly. Fair dealing, frankness, candor, in short, plain old-fashioned honesty, must govern us in our relations with each other. To be absolutely sure that we ourselves are right upon a given proposition and to have due regard for the rights of those with whom we are associated, are cardinal necessities of pleasant relationship. Crookedness, chicanery and falsification are conducive of nothing but mistrust and ultimate failure.

New Elevators at New Orleans.

Not quite a year ago the large elevators of the Illinois Central R. R. Co., at the Stuyvesant Docks, New Orleans, were destroyed by fire, but, with remarkable push and enterprise the company rushed the work of reconstruction so rapidly that before the new crop began to move to the Gulf two new elevators occupied the sites of the old ones. To-day they are equipped to handle grain more rapidly than ever, and, what is better still, each one is equipped with a Hess drier of large capacity, so that when corn gets out of condition it can be quickly dried sufficiently to arrive at any foreign port in prime condition.

Elevator E is built of wood 160 ft. high, with ground dimensions of 100x320 ft. It has facilities for shipping 60,000 bu. per hour, being provided with four belt conveyors which carry the grain to conveyors in the river gallery, which take the grain in either direction along the wharf. The river conveyor galleries have two belts in each, so that grain can be distributed in opposite directions and dumped into boats by means of trippers. In this way four boats can be loaded at one time.

Elevator D, which is adjacent to Elevator E, is provided with three conveyors operated in a similar manner, so that the combined loading capacity of the two elevators is 105,000 bus. per hour. The four belt conveyors along the river wharf have a combined length of 2,900 ft., with trippers placed at distances of 60 ft. The conveyor galleries, of which there are four, two running diagonally to the river gallery from each house, are run on steel trusses, with tile roofs and floors, and corrugated iron sides. These galleries are respectively 537, 437, 428 and 433 feet long.

All grain is taken into Elevator E in cars, two tracks being provided in the house for receiving. The grain is dumped into either of seven receiving



The 1,500,000-bu. Elevator E of Illinois Central Railroad at New Orleans, La., as Viewed from Land Side.

sinks, the same number of receiving legs being provided to elevate the grain to the top of the house, whence it is spouted to either one of 145 bins having a depth of 60 ft. each. These bins provide a storage capacity of 1,500,000 bus. The scale floor of cupola is equipped with 14 1,600-bus. Fairbanks Hopper scales. The house is operated by means of a 1,000 h. p. Corliss condensing compound engine. A 400 h. p. engine of the same style and make furnishes power for driving the belt conveyors. A passenger elevator in one end of the house has a capacity of 1,200 lbs. and a speed of 85 ft. per minute.

The construction of Elevator D is similar to E, but it is a smaller house, with a handling and storage capacity of about three-quarters of the larger house.

Navigation has closed at Braila, Roumania.

A bill has been introduced in the Mississippi legislature providing for a tax of \$25,000 per year on bucket-shops.

War clauses are being inserted as precautionary measures in the grain contracts made on the Berlin Boerse, as the latest phase in the Moroccan question.

The mischief and evil consequences resulting to the state from the operations of the bucket-shop are almost beyond computation. It assumes an air of legality and respectability, and insidiously ensnares many innocent victims before the public learn of their danger. Its nefarious practices are directly responsible for innumerable bankruptcies, defalcations, embezzlements, larcenies, forgeries, and suicides. It ought to be outlawed by statute, as its existence is a menace to society and its operations immoral, contrary to public policy, and illegal.—Judge Montgomery of Indiana Supreme Court in the suit against the Hammond Elevator Co.

Foundation Stones of Success.

[From a paper by T. L. Hoffman, Enterprise, Kan.]

The foundation stones of all business are honesty and integrity, and the greatest asset of a grain dealer, as well as any other business man, is the confidence of his customers, which is created by practice of these two virtues.

One of the greatest elements to success is to be located in a town where there are not too many elevators. I figure that to keep an elevator open the year around, you must handle at least fifty cars on a 2½ cent gross profit to play even. So to be successful, you ought to be located at a point that will allow you to handle over fifty cars. Also when selecting a location one should take into consideration the prices that are paid by that market. Some markets are so high the year around that even by handling 150 cars, it is a losing proposition. There are a number of points in Kansas where the amount of grain handled by each elevator is high, but not a cent is made by the elevator men on account of the high prices paid.

LOCATION—When selecting a location, or rather site, for your elevator, great care should be taken. The location of your elevator in regard to the country roads sometimes means 25,000 to 30,000 bushels, more or less, in the amount you handle. Build your elevator at a point near where the country roads center.

THE ELEVATOR should be substantially and carefully built. A great many people build elevators in a rush and poorly. After they have operated a short time, repairs are needed entailing large expense. So when you build, don't throw together. Cementing of pits and floor under elevators will keep out rats and vermin which otherwise become a great pest. Build your office, scales and engine room close enough to your elevator so that when you are only handling 1,000 bu. and less a day, one man can handle it. With a good arrangement of this kind, \$300 to \$400 a year can be saved in wages alone.

MODERN MACHINERY is of course necessary. A cleaner, unless you have a terminal house, is necessary. A fair percentage of grain that you buy will pay you to clean, and will not hurt the milling value of the grain. I say—will not hurt the milling value of the grain because I do not think it advisable for a dealer to scour or clip his grain. You may be able to work scoured and clipped wheat off at a profit for a while, but sooner or later the miller

will "get on to you," and then it is a hard matter for you to get the market price.

GOOD SCALES.—Do not think you are economizing by buying cheap scales. If your scales weigh light, there will be a big howl made by the farmers, and if they weigh heavy your books will not show much on the right side of the profit and loss account.

GRADING—When buying grain the utmost care should be taken in the grading of it. A great many dealers seem to forget that wheat can test 59 pounds, and still be a No. 4 or rejected. If a load is No. 4 pay a No. 4 price. The farmer may say you are robbing him, but it is better to let him say that than to let him rob you.

BATING—One of the worst practices of the average grain dealer has been to allow dissatisfied customers to call him in public anything from a thief to a murderer. This practice has led to a game hugely enjoyed by the farmer which should be called "Grain Dealers Bating," and has injured the trade to a very great extent.

Resent these statements, make the man apologize, and if he will not, do not handle his grain. You will lose nothing, but will gain self-respect and the respect of your neighbors and your competitors.

DON'T OVER GRADE grain and then try to make up by weighing. A good motto is, "Pay for all the grain you get and get the grain you pay for." Honesty in the grain business as well as in any other business is essential to permanent success. Your buyer should be a good judge of grain, honest, and a man that will get the friendship and confidence of the farmer.

PRICES.—We all are very much aware of the fact that the prices we pay have a great deal to do with our success, and you cannot logically arrive at the correct price to pay without being posted. So read what the daily and trade papers have to say, study the market and do not pay a price that you think will show you a loss. You should figure out just how much off of the market you can afford to pay and pay that much less than the market all the time. If to-day you pay within 13 cents of the Kansas City market, and a month from now within 10 cents of the same market, the farmers will say that when you were buying at 13 cents under you were robbing them.

BE FRIENDLY with your competitors, work in harmony with them. It is not necessary to pool or have a price arrangement to do this. When you get into a fight with your competitors, it simply means that both you and your competitors are foolishly throwing away money. Don't say your competitors are robbers, dishonest, etc. If they are, the people will find it out; if they are not you are only hurting yourself. The buying of grain at the right price I consider the hardest and most essential part of the grain business. However, it is no easy matter at times to get the full market for your grain.

If you handle wheat I suggest that you get acquainted with the millers and sell them. The miller is the man who uses the wheat and oftentimes you can get from ½ to 1 cent more by selling the miller direct.

Then there are the items of weighing, inspection, reconsignment, switching, and the burdensome 100 pounds. When shipping to about half of the mills in the State there are none of the above charges to pay. I figure that you save about \$2 per car on all cars sold direct to mills.

A **LOADING SCALE** is quite essential. The kind of cars that most of the railroads have had this season are mere shells and a great deal of grain is lost in transit. The railroads will not pay claims for shortage unless you have actually weighed your grain.

Last but not least, I consider it advisable if not necessary to permanent success, to belong to the State Grain Associations. We derive a great many advantages from these associations and should belong and help keep them up.

The new grain elevator and riverside warehouse at Yarmouth, Eng., belonging to R. & W. Paul, Ltd., grain merchants, burned recently with hundreds of tons of grain.

The Rice Ass'n of America will hold its annual meeting at Crowley, La., in February. The largest attendance in the history of the Ass'n is expected at this meeting.



The 1,500,000-bu. Elevator E of Illinois Central Railroad at New Orleans, La., as Viewed from River Side.

Better Weights and Grades.

[From a paper by A. F. Files, Muncie, Ind.]

Weighing and inspection at terminal markets are oftentimes unsatisfactory, and this condition is subject, to some extent, at least, to the influence of shippers who use substandard terminals.

Let me present some figures, taken from our firm's books on shipments made within six months. Out of a given seventy-five cars to terminal markets, the shrinkage has been as follows: Five bushels or less to the car, 20 per cent; between 5 and 10 bu., 25 per cent; between 10 and 15 bu., 12 per cent; between 15 and 20 bu., 4 per cent; over 20 bu., 13 per cent. Overrun, 18 per cent; even, 8 per cent.

If the bulk of these shortages were in the first classification, 5 bu. or less to the car, we might attribute them to causes which neither shipper nor receiver could control. There might be a small amount left clinging to our bins or elevator boots. There is always a little wastage at the loading spout. There might be a small loss in moisture in transit. For the bulk of these shipments were made during the harvest rush. There is certain to be a small amount of sweepings that the receiving elevator cannot stop to get when over-worked during harvest.

In the second list, amounting to fully 25 per cent of the total shipments we find a loss of over 5 bushels up to 10 bushels, and amounting to from \$1.50 to \$5 and \$6 to the car. These losses we cannot afford, and a remedy is well worth seeking. Undoubtedly the greater portion of the shrinkages in this class result from carelessness in cooping cars. If figures furnished by weigh-masters at the terminal were not convincing, we have but to walk along almost any railroad track to satisfy ourselves.

Weigh the corn or oats we find within a distance of three or four rail-lengths and estimate the leakage in the three hundred, or five hundred, or perhaps one thousand miles the car must travel to reach destination. We will not be surprised that some cars show fifteen or twenty, or even forty and fifty bushels shortage, and our denunciation of the man in the East will grow fainter as we realize that some one, in cooping a car, has overlooked a weak spot. Communication with weigh-masters at terminal points reveals the fact that while definite figures cannot be given handily, at least twenty-five per cent of the cars arriving show leakages, and of these leaky cars, from sixty to seventy per cent show weak grain doors. The railroads should shoulder at least a part of the responsibility for these leaky grain doors. They have increased the loading capacity of their cars, and expect us to load every car to its capacity—in fact compel us to pay freight on export grain to the capacity of the car, yet furnish the same grain doors they have always given, made of the cheapest cull-lumber the mills can turn out.

But there is still another class for us to consider. Our reckoning shows that 18 per cent of our cars weighed out at the terminals more than we registered in them. We must acknowledge for a moment our own scale. Possibly an entire draught has been missed in entering the weights; possibly an error in reading the beam. Whatever it may be, it shakes our faith in our own infallibility.

GRADES—The problem of inspections is a question which, to consider properly, renders it necessary for us to inquire, "What would I do if in the other fellow's shoes?" Members of this Association are indeed fortunate in the personal acquaintance of Mr. Culver, of Toledo, and Mr. Shanahan, of Buffalo, Chief Inspectors at their respective cities. No reason for momentary doubts the honesty or honor of either. We all understand that these men are working under rules formulated by their respective boards of trade and that these rules vary with different cities. The day of uniform inspection has not yet come. If we study these rules carefully we can see nothing unfair in them. They are made not alone for the protection of the shipper, but for the buyer as well.

Let us question ourselves frankly. Are not our hopes and fears on the question of inspection biased by the price and judgment used in buying? Is it not a fact that almost invariably we stretch every point possible in grading purchases from the farmer, many times simply giving him money? Is it not a fact that having misgraded in buying we use machinery just as little as possible in trying to improve the grain by cleaning and handling, and ship it, many times knowing it is barely within the limits of a given grade, and then kick if not given contract grading?

But while we in the country have much to account for, the terminals are not without openings for criticism. A car arrives and runs its course, with very little effort being made to expedite its progress. Often

this course is slow and results in deterioration to the loss of the shipper. We can certainly improve our weights and grades by demanding closer attention to the prompt handling of our grain when it gets to market. These delays are not only dangerous to the condition of the grain, but there is without question more or less stealing going on all the time at the terminals.

Shortages from stealing could many times be collected from the railroads if we could furnish evidence that the car had been tampered with en route. At a low cost, every elevator man could equip himself with a sealing outfit, with his own private number or series of numbers, and when so fixed, should insist on a record of seals arriving at terminal being furnished with the accounting. This record would, of necessity, be kept by the inspector, and shown on the inspection certificate. Then if the car arrived at destination with a seal different from that on it when it left starting point there is good grounds to make claim on the railroad for any shortage. If we do not care to furnish the seals ourselves, we can see that our agent seals the car before it goes, and use his number for our records.

It may seem that I have unduly criticized the shipper, and not borne hard enough on the receiver, but I have been at both ends of the line. From personal experience, and from acquaintance with many receivers, I know they have our interests at heart far more than we realize. Every shipper who has a close personal acquaintance with the receiver will bear me out in this assertion. We must not lose sight of the fact that much of the grain at the terminal's is handled on $\frac{1}{4}$ c to $\frac{1}{2}$ c margin, and if the receiver apparently hews close to the line he has not margin enough to do much else, if he would remain in business.

Proper Construction of Driveways.

BY G. Q. P.

The long high driveway had much to contend with in fighting for its retention. It was a menace to a dealer's business when his competitors had a low one, because the farmer could be influenced by the hardships of his horses in pulling up the incline, and unless vigilance was exercised in keeping the driveway in repair there was constant danger of crippling his horses. The best of driveways were but short lived and their enormous expense and annoyance has been so insistent a factor in operating an elevator encumbered with a long, spindle-like approach, that this item alone has been largely responsible for the evolution to the elevator with modern machinery and a low, short driveway.

Nor has this evolution completely dispensed with the former expense and annoyance, for, at best, an entrance driveway of considerable proportions is found to be in general use. The shoes of roughly shod horses and the shifting, bruising wear from the metal tires of the heavily loaded wagons soon play havoc with woods of the toughest fiber, hence the best constructed driveways are comparatively short-lived.

A practical method of reducing to a minimum the driveway expense, and an almost entire elimination of its dangers, is the use of steel strips about 2 inches wide, 8 or 10 feet long and about $\frac{1}{4}$ inch in thickness, placed about three inches apart on the flooring. In case the flooring consists of 4x4 timbers, as is used by many dealers, one steel strip is nailed to the center of each timber. The strips

are so placed as to allow considerable space between, sufficient for firm foothold for the horses, while the strips themselves protect the flooring from the severe wear and chipping.

The initial expense of so equipping a driveway may equal or even exceed the cost of the flooring, but even so, the use is justified by economy, and further by the safety it insures. The average life of a driveway of an elevator handling from 150,000 to 250,000 bu. annually is not more than four years. A flooring equipped with steel facing will last more than twice as long—or until it rots rather than wears out. The strips may then be used to re-equip another flooring.

As a usual thing, too little precaution is taken by dealers in preventing danger from the sides of the driveway. Timbers supporting driveways should extend at least 3 feet above the flooring to furnish firm uprights for fencing. The cross-ties between posts may consist of only one or two boards, but these should be of plank, or be sufficiently heavy to hold a loaded wagon in case horses become frightened and allow the wagons to run backward.

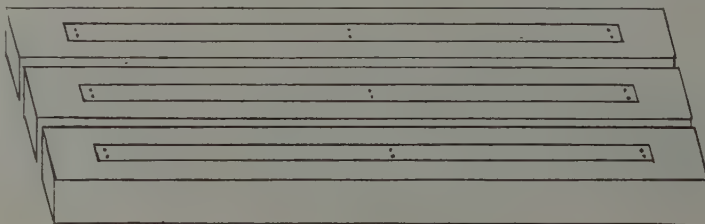
Proper Time To Reinspect.

[From a paper by J. W. Radford, Chief Grain Inspector of Kansas.]

Shippers who sell grain should not be responsible for its condition for all time and under all conditions. If I were buying grain on the market to-day, especially some of the off-grades, I would not hope to have grain remain in car indefinitely and be the same, or as good, nor would I expect the man who sold it to be responsible for deterioration of quality and decline in the market.

It may seem unreasonable to refer to the decline in the market in connection with this part of the question, but I assure you that a fluctuating market has caused my department a great amount of extra labor, and drawn down on it unmerited criticism. Many times after grading grain and the market has gone down, my department has been pounced on very vigorously, and the work of my men, which had almost been unquestioned for some time, was assailed. In fact some customers have been so positive they could see many things wrong with the grain, that it caused me almost to suspect they "Had 'em."

In most cases these parties are really honest. Not having dealt in the market myself, I am not competent to say what effect these fluctuations do have on one's judgment, but I have been told that it makes a great deal of difference in the looks of grain. You might say we are beneficiaries of a rising market, and I will agree, we are, inasmuch as we do



Driveway Timbers with Steel Strips.

escape some criticism and some trouble of reviewing or reinspecting. If my record of reinspections was different, that is, if the per cent sustained was not greater than the per cent changed, it would be reasonable to assume that we benefited by the lack of questioning our work, as we are damaged by the questions raised.

In the year just passed, I have inspected at Kansas City, about 34,000 cars. There have been reinspections called for on 2,108 cars, making only 6 1-5 per cent of the cars graded having the inspection questioned. Out of that number, I have sustained 1,141, or 54 per cent of original inspections. Take away from that the number of cars reinspected after condition of grain had changed, and the number of cars that were plugged, which amounts to 612 cars, there remains only 529 cars out of a total of 34,000 that we did not get right on first inspection.

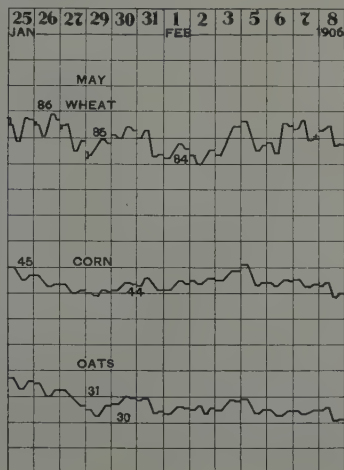
This also varies from the dull to the busy months, as in January, February and March last, out of a total number of 291 reinspections, there are 202 sustained, about 70 per cent. In July, August and September there were reinspections made on 987 cars, number sustained 486, making 49 per cent sustained in these months, during a heavy rush of business, against 70 per cent when work was lighter. While the percentage of those sustained dropped considerable during the heavy rush, the questioning of first grading did not increase in the proportion of the increased work.

I think no cars should be ordered switched until reinspection is had, and that orders should be given for reinspections within twenty-four hours after first inspection in all cases except loads, so large as to prevent a careful examination in the first place.

Brokers are not entitled to a brokerage on the sale of your elevator when you find buyer through the "Elevators For Sale" columns of the Grain Dealers Journal, but they may be able to collect if owner of elevator signs indefinite agreement promising to pay "whenever elevator is sold."

Chicago Prices

The opening, high, low and closing quotations on wheat, corn and oats for the May delivery at Chicago for 2 weeks prior to Feb. 9 are given on the chart herewith:



Coercion vs. Diplomacy.

[From a paper by F. B. Bonebrake, Osage City, Kan.]

We find in our meetings with competitors in the grain trade that many differences arise in which each feels that his view is the only correct one, and if we are not willing to submit our differences to arbitration and to be broad-minded in the matter, war will result, with its consequent high prices, until both parties are handling grain at a loss. The farmer, who has been the only gainer by this grain war, will say all manner of hard things about both parties and when prices are finally adjusted to do business at a profit, he will always insist that you are making an unreasonable profit on his grain. He will not concede you were so foolish as to handle grain at a loss.

Therefore, seeing the folly of such a proceeding, we submit our differences to an arbitration board of fair-minded men from our own line of business. Yet on the other hand, that we may protect ourselves against any injustice from opposing interests, we combine ourselves into such organizations as the Kansas Grain Dealers Ass'n, for mutual benefit and protection, being careful, of course, that we do not come under the anti-trust law, as our Brother Smiley did.

The present season has been a trying one for all grain dealers on account of the bountiful crops and the consequent large business offered and the unfortunate shortage of cars. Doubtless you have felt that Diplomacy should be thrown to the winds, and that coercion in your dealings with the railroad companies was the only way out of your troubles.

The railroads feel that we owe them all we have, not alone as grain dealers, but as individuals. But if we look at the matter in a broad-minded way, both have rights which have been fairly earned and as each cannot get along without the other, we must of necessity make mutual concessions.

The railroad officials tell us that if sufficient cars were furnished to handle grain as rapidly as offered by the grain men during the rush of the season, the balance of the year the cars would be standing on the sidings empty, with a resultant loss. This is true but partially.

Some of the railroads concede that the present scarcity of cars has been brought about, first, by the methods of retrenchment necessary to pay dividends on watered stock. Some say it was lack of foresight in anticipating the unusual tide of prosperity that has swept over the country the past few years, as all the companies claim to have rolling stock ordered, but not yet delivered. We must make some allowance but we cannot concede all they say to be right.

We must, as grain dealers, insist on impartial treatment and reasonable supplies of shipping facilities. If we cannot get them by diplomatic means, we must through the courts or our state legislature use coercion to bring about the desired results.

When we force a party to do as we want we may gain our point but we engender hard feelings. When we gain by diplomatic means we do not leave behind the same feelings though the results obtained may be the same. Therefore I say diplomacy first. Coercion should be the last.

A Nebr. elevator man who owns houses at several stations, impatiently writes, "All my elevators are located on the Burlington R. R., one of Jim Hill's junk lines—a track and no cars."

Growth of the Richmond Elevator Company.

The business which began at Richmond, Mich., 10 years ago with the operation of a single elevator, has grown until now the Richmond Elevator Co. operates at 15 stations, and the old partnership has been converted into a stock company, recently incorporated with \$75,000 capital.

At the first meeting of stockholders, the following officers were elected: Pres., W. H. Acker; vice pres., F. D. Fairfield; sec. and treas., J. A. Heath,



J. A. Heath, Lenox, Mich.

With the above officers S. H. Heath, S. D. Grant, Frank Keough and Jay Baldwin comprise the board of directors. Of the capital \$50,000 is common stock and held chiefly by the officers, nearly all of whom were previously connected with the company. The remaining \$25,000 has been issued as preferred stock, guaranteeing 6 per cent interest, with the entire assets of the company as security.

Under the progressive management of J. A. Heath, the business has made rapid growth, doing an annual business of \$750,000 in grain, hay and produce. During October last, over \$95,000 was paid to farmers for farm products by the company. It has about 100 employees, 45 of whom are at Lenox, and a number in the bean picking establishment at Richmond.

Track buying is a recently developed branch of the business, and the company is making plans for a larger business in this line.

Much of the credit for the success of the old company belongs to J. A. Heath, the managing partner, who will continue to direct the operations of the new company. Though comparatively a young man, Mr. Heath is thoroughly experienced in the trade and is recognized as one of the shrewdest and most progressive men in the Michigan grain trade. He is at present the president of the Michigan Bean Jobbers Ass'n, ex-president of the Michigan Hay Ass'n, and an official of the National Hay Ass'n. Mr. Heath is endowed with a large capacity for business and hard work, which, together with his enthusiasm for the work, has been largely responsible for the company's progress.

Meeting of the N. E. Indiana Grain Dealers.

The N. E. Indiana Grain Dealers Ass'n held its annual meeting at Ft. Wayne Feb. 6th. The Commercial Club of that city turned its commodious quarters over to the grain dealers during their stay in the city.

Pres. Wasmuth called the meeting to order and Sec.-Treas. Doan made a report showing all members' dues paid up with two or three exceptions.

E. L. Carroll moved that a committee of three be appointed to nominate officers for the ensuing year.

The Pres. appointed the following to serve on that comite: E. L. Carroll, C. G. Egly and M. Kraus.

President: We want to hear from all of those present at this meeting. We have with us the Secretary of the State Ass'n, Secy. McCotter of the Grain Dealers Mutual Fire Ins. Co. and a representative of the Grain Dealers Journal. We hope to hear from all of them to-night. This afternoon we will give the members opportunity to report on local conditions. After the dealers had reported on the conditions at their stations the Comite on Nominations reported as follows:

For President: C. E. Bash, Huntington; Vice-President: A. E. Zehr, Lagrange; Secy: Geo. Arnold, Bluffton.

It was moved and carried that the officers named by the comite be unanimously elected.

C. S. Bash spoke on the Demurrage question and declared that the laws governing this matter were not strict enuf. He compared the conditions in some of the northern states with those of the South where reciprocal demurrage is in force and said that in one southern city 800 empties belonging to northern roads had been found ready to be supplied to southern shippers on demand. He blamed the dealers of Indiana for their laxity in failure to make use of the railroad and warehouse commission which had been established largely thru their influence.

Wm. G. Stueve of Cincinnati called attention to the new system of weights in use at Cincinnati under the control of the Chamber of Commerce. He stated that the weighers were entirely under the jurisdiction of the Chamber of Commerce and were in no way bound to any firm. He invited criticism of any defects which might be found in the system and promised great improvement in the weights at that market.

EVENING SESSION.

President Wasmuth called the evening session to order.

W. M. Doan made the following motion which was carried:

I move that \$50 be appropriated out of the general fund of the Ass'n to defray the expense of an attorney in a test case against the railroads for liability for failure to furnish cars to be brought before the Interstate Commerce Commission by C. S. Bash with the further understanding that an additional \$50. will be appropriated if necessary.

President Wasmuth called attention to the important work being done in other states in improving seed corn and distributed copies of a circular issued by his firm and distributed to farmers containing suggestions along this line. He urged every member who is not a member of the state ass'n to join.

W. M. Doan presented the following resolution which was carried:

It is with great satisfaction and pleasure that we view the work of our Pres., Mr. Wasmuth during the past year and

also the honor conferred upon him by his election to the Presidency of the State Ass'n and we pledge him and the officers of the state ass'n our support in whatever work they may undertake.

Secy. McCotter of the Grain Dealers National Mutual Ins. Co. read figures from the annual statement of the company, showing the advantages derived from the self-inspection plan, and enumerated some of the causes of fires.

Secy. Brafford of the State Ass'n stated that before the advent of mutual insurance he had been forced to take insurance in wild-cat companies by the prohibitive rates of the stock companies.

A. F. Files told the story of Josh Billings' experience in his visit to the home of the Mormons and speaking briefly on Ass'n Work took as his text the remark of the Mormon women "Joshua we love thee much, but Brigham mucher." He urged the grain dealers to be as faithful to their ass'n and said.

Ass'n among grain dealers engender harmony and friendliness among competitors. Since the advent of grain dealers' assn's elevator property has increased in value over 25 per cent. While previously elevator property would not sell for the amount of its valuation now it commands a price considerably higher than its valuation.

The regular grain dealer is entitled to preference over the scooper. The railroads should discriminate against the scooper in favor of the regular dealer. Every town taxes the huckster. Why should not the grain dealer be protected against the scooper as well as the grocer against the huckster? Every grain dealer should be a member of the Ass'n and attend the meetings. Come to the meetings and get acquainted. Shake hands with your neighbor and your local troubles will vanish.

E. L. Carroll: I move that a vote of thanks be tendered to the retiring secretary for his work during the past year and that he be elected Asst. Secy. for the ensuing year. Carried unanimously.

Upon motion of Mr. Doan the meeting adjourned to meet the first Tuesday in March.

NOTES OF THE MEETING.

The State Ass'n was represented by J. M. Brafford, Secy.

One Cincinnati and one Pittsburg receiving firm was represented.

An automatic scale was exhibited and its operation demonstrated.

The Grain Dealers Mutual Fire Ins. Co. was represented by C. A. McCotter, Secy., who distributed folding pencils and erasers.

Among the grain dealers in attendance at the meeting were: J. N. Amstutz, Berne; M. Applebaum, Columbia City; H. Arnold, Bluffton; C. S. Bash, Ft. Wayne; C. E. Bash, Huntington; R. A. Brown, Huntington; E. L. Carroll, Decatur; J. F. Collins, Markle; H. L. Combs, So. Whitley; W. M. Doan, Ossian; A. F. Files, Muncie; J. O. Grove, Huntstown; M. Kraus, Columbia City; H. Kinsey, No. Manchester; H. F. Lancaster, Columbia City; D. Lesch, Markle; C. F. Naber, Fairmount; N. Shepherd, Geneva; E. M. Wasmuth, Roanoke; A. Weber, Huntington; J. F. Winebrenner, Huntington; A. E. Zehr, Lagrange.

The statistical department at Copenhagen recently issued a report stating that the wheat crop this season was slightly larger than last season, with the quality very good. The rye crop was also very good, both in quality and quantity.

Seed Corn Contests.

Corn contests and corn schools are proving remarkably successful in stimulating growers to take more care in the selection of seed corn. Thruout the length and breadth of the Corn Belt the seed corn gospel has been spreading, until now as many farmers take a pride in naming the "points" of a good ear of corn as in judging the various breeds of live stock.

The introduction of better seed grown on other soils or in other countries,



L. B. Clore, Franklin, Ind.

which has been beneficial in the case of small grains, has proved to be impracticable in the case of corn, from the fact that corn must be acclimated to give the best yield, and the professors of agriculture in the state colleges are practically a unit in their opinion that improvement of the country's crop must come as the result of selection of seed corn by the farmer from his own crop or from corn grown nearby.

Selection of seed corn resolves itself to judging the value of an ear and testing its germinating vitality; and since the most practical way is for the selection to be done on the farm and by the grower himself the great necessity for the immediate education of the mass of corn growers to a realization of the benefits derived from planting good seed is apparent. Accordingly the agricultural colleges have in recent years conducted numerous corn schools, corn contests and seed corn special trains.

One of the most successful of these corn shows was that held in January at Purdue University, Lafayette, Ind., under the auspices of the Indiana Corn Growers' Ass'n. The attendance reached over 800 daily, and the grown-up "scholars" are expected to spread the gospel of

good seed everywhere on returning to the farm after the week's instruction.

The award of prizes at the Indiana corn show excited great interest, on account of the large number of competitors and the high quality of the ears exhibited. Ten ears shown by L. B. Clore of Franklin, Ind., scored highest, winning the grand sweepstakes and \$170, including first honors in the central part of the state; in all, four prizes. Mr. Clore grows corn extensively, and his choice seed is much sought after by other growers. A portrait of Mr. Clore, with the prize-winning ears in hand, is given herewith.

The gospel of seed corn already is bearing good fruit. The improvement of the crop is being noted in many places. In Maryland, following the corn special train originated by C. Bosley Littig, the yield of corn in the state is estimated by an expert of the U. S. Dept. of Agri. to have been increased $\frac{3}{4}$ bus. per acre.

Books Received

BULLETIN, UNIVERSITY OF MINNESOTA, DEPT OF AGRI.—The second bulletin on Rural School Agri. is offered as a text for teachers and pupils who are interested in the improvement of seed and crop conditions of Minnesota. The booklet contains elementary information, and suggestions for conducting grain-growing contests with detailed rules for judging wheat, corn and oats. A considerable portion of the booklet is also devoted to suggestions for crop rotations. Rural School Agriculture, Bulletin No. 2, 63 pages, Dept. of Agri., University of Minn., St. Anthony Park, Minn.

RED BOOK.—This statistical year book appears in its usual completeness, giving detailed record of daily prices and other elaborate data concerning stocks, cotton, grain, provisions, live stock and seeds, for the year 1905. The book is a compilation of almost all the local and foreign data which has factored in Chicago market fluctuations. It might well be termed the annual encyclopedia of the trade. To those desiring the year's chronology of either production, range of price, or movement, the Red Book is indispensable. Paper, 9x13 inches, 54 pages. Howard, Bartels & Co., Chicago, Ill.

KANSAS STATE BOARD OF AGRICULTURE, December quarterly report is devoted largely to corn, giving information upon the selection, planting, cultivation, harvesting and storing of corn. The issue is known as "The Corn Book." It contains historical as well as technical data, both of which are so edited and written to stimulate enthusiasm in anyone interested in corn. A second part of the book is given to tables showing the state's population by counties and cities, assessed valuation, acres, yields and values of agri. products, and numbers and values of live stock for the year 1905. No. 96, 332 pages, Kansas State Board of Agri., F. D. Coburn, Secy., Topeka, Kan.

ROBINSON SECRET CIPHER CODE, a code for confidential correspondence of any nature. Copyright, 1905, by S. L. Robinson. The principle involved is that of the use of code words for words and phrases and an additional precaution of a key for either word or letter arrangement. The combination key and key for words and phrases are arranged in the Robinson Code while the selection of phrases and of key numbers is left to the parties using the code, mak-

ing the matter transmitted entirely secret to parties possessing codes in the set of their own making. The system is thus adaptable to either business or personal use. Size $3\frac{1}{2} \times 5\frac{1}{2}$ inches; 40 pages. Sold by the Grain Dealers Journal, Chicago, Ill. Price of a set of two books, plain or manilla cover, \$1; flexible leather, \$1.50.

How to Secure Better Weights.

[From a paper by R. B. Miller.]

The local grain man means to be fair and just at least I have always found him so in his dealings, and I firmly believe that nine out of ten in loading out of their elevators, mean to load just what they sell, and bill it out according to the weights of the hopper scale in their elevator. A great many times this scale being out of order, and they having no knowledge of the fact, load the car, and when returns are rendered they have a shortage. Whereas, if there was a way to investigate this particular shipment, they would find the fault at the originating point.

The most serious conditions that we, as shippers, have to contend with, are the ways in which scales are installed. In a great many cases you will find small hopper scales suspended from the roof or the side of a very poorly constructed elevator. Before loading the elevator with grain the scales may be perfectly balanced. Twenty-four hours after this elevator has been filled, it will begin to spring from the sides, and possibly settling more at one end than the other, it will naturally throw the scale out of balance. The way scale is hung, is the cause of a great many shortages. The only way to erect a hopper scale is independent of the building proper, standing on its own foundation; this foundation being started from the basement by placing four large stones imbedded in the solid earth.

The second difficulty we have to contend with, is the poor conditions of cars set to our elevators to be loaded. The cooping of cars has been discussed a great many times in other meetings, and I believe we understand it thoroughly. I would suggest that we create what you might term, "a claim department," then

should there be a car set at our elevator to be loaded, and it not be in fit condition, the local grain man refuse to load same. He should notify the agent and also our Secretary, of the action he has taken in the matter, giving the number and condition of the car, also to what railroad it belongs. The Secretary would keep a record of this car, at the same time notifying the company to whom it belongs that the dealer has refused to load it on account of unfitness. Furnish each and every member of this ass'n cards to be filled out and tack on the inside of the car, giving the date that he refused to load same, and if the other fellow sees fit to load it after noticing that it has been refused by a member of this association he does not deserve any sympathy and should suffer loss. I think the result would be, that these cars would be sent to the shops for repairs.

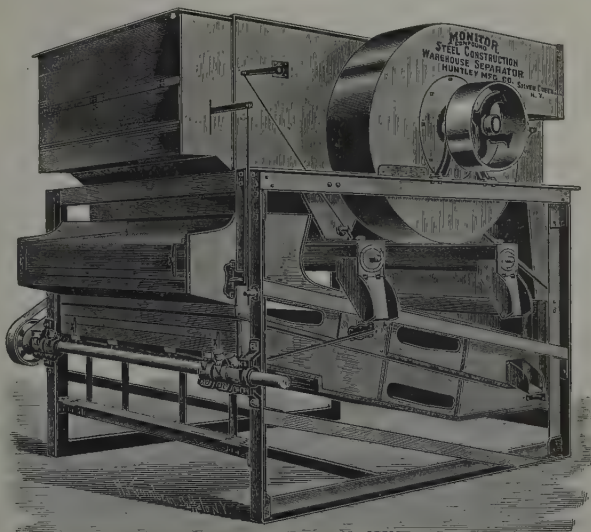
In conclusion I would suggest as a solution for the entire problem that we create a Scale Inspection Department and employ a thoro scale man, or two if necessary, and have them inspect each and every scale of the members of this association.

New Steel Warehouse Separator.

The advancement being made in the manufacture of machinery can not be better illustrated than by the Monitor Double Shoe Steel Construction Separator shown herewith. Progressive insurance companies and owners have declared in favor of a reduction of the fire hazard, hence the growing demand for grain separators constructed of non-combustible material. The new separator illustrated herewith is constructed entirely of iron and steel, the aim being to make it fire-proof as well as wear proof.

Utility has not been sacrificed in the construction, as the material has been distributed with an evenness to render the machine perfectly positive in operation.

In operation, the machine is fully up to the high standard set by every Monitor machine. The shoe is divided and shaken from two eccentrics, one shoe working opposite from the other, thereby forming a perfect counterbalance, making the machine work steadily and without vibration. The air and screen separators are said to be perfect.



Grain Trade News

ARKANSAS.

Little Rock, Ark.—The Cuninghame Commission Co. has contracted with Fred Friedline for a 25,000-bu. elevator, beside its warehouse. A Richardson Automatic Scale and 3 feed mills will be installed.

Calico Rock, Ark.—The White River Commission Co. has been organized by Jos. Nickel and O. S. Goodman, to do a wholesale and retail business in all kinds of feed, hay, corn chops, bran, cotton-seed meal and hulls. Mr. Nickel will manage the business.

Lonoke, Ark.—The Arkansas Rice Co. has been organized with \$6,000 capital, to raise and deal in rice, with headquarters at Lonoke. W. H. Mallory, of Memphis, has been elected pres.; E. Star Thompson, of Little Rock, vice-pres.; W. N. Morton, of Lonoke, secy. and treas. The stockholders are the above officers, C. M. Wing, C. M. LeRaux, E. Blyman, S. A. Southall and S. J. Harris.

CANADA.

Calgary, Alta.—The Alberta Pacific Eltr. Co. has been incorporated.

Edmonton, Alta.—The Western Grain Co. has been organized to buy and sell grain.

High River, Alta.—The Staples Co., Ltd., has succeeded the High River Lumber & Eltr. Co.

Carman, Man.—The Carman Milling Co., Ltd., has been incorporated, with \$20,000 capital stock.

Toronto, Ont.—The Grand Trunk Ry. will put on 5,000 new freight cars to take care of the grain traffic.

Brandon, Man.—The 4th annual convention of the Manitoba Grain Growers Ass'n will open Feb. 28 at Brandon.

Winnipeg, Man.—The Noxious Weed Act was moved to a second reading Feb. 5 at a full session of the legislature.

Keewatin, Ont.—John Laut, employed on the construction of the mills for the Keewatin Flour Mills Co., was instantly killed Feb. 5 by the fall of a derrick.

Edmonton, Alta.—The plant of the Alberta Milling Co. has been completed and is now in operation. A number of eltrs. will soon be erected by the company in different parts of the district.

Vancouver, B. C.—The Hall Eltr. Co., which recently completed an eltr., is arranging for the erection of a 500-barrel flour mill. The city has been asked for exemption from taxation and free water for a term of years.

Hamiota, Man.—Farmers of the vicinity are organizing an eltr. company and expect to build an eltr. or buy one of the houses now operated at this station. The farmers also planned a banquet to be given the party traveling on the seed train.

Winnipeg, Man.—We are indebted to C. N. Bell, secy., for a copy of the annual report of the Winnipeg Grain Exchange for 1906, giving the president's address, list of members, report of council, storage capacity, grain inspection and daily closing prices.

Calgary, Alta.—John Lineham has been investigating the possibilities of Vancouver, B. C., as a port for exporting grain, and it is expected that he and other grain men of Calgary will build an eltr. at that point, the capacity to be at least 100,000 bus.

Point Edward, Ont.—The Northern Navigation Co., of Sarnia, has purchased the eltr. of the Point Edward Eltr. Co., Ltd., and will use it for unloading its boats, and also for others. Last season about 1,500,000 bus. of western grain was unloaded at this eltr.

Ft. William, Ont.—The present shipments east over the C. P. Ry. from Ft. William are 3 train loads of grain per day, aggregating 25 cars per train. The total grain receipts of the road prior to Feb. 5 were 50,050,000 bus., of which 47,133,000 bus. were wheat.

Winnipeg, Man.—The hearing of the appeal of the Crown Grain Co. from the judgment of a magistrate imposing a fine of \$25 for technical violation of the noxious weeds act, was begun Feb. 5. The company shipped two cars of screenings last fall to Minneapolis, contrary to the law.

Winnipeg, Man.—J. P. Graves & Co., grain merchants, have brot suit against a Mr. Fisher, a Carman jeweler, to recover \$500, which the company charges that he did not turn in when he was agt. for the company in 1902. The plaintiff claims that he sent it to the company as a B/L, which the company lost.

Ottawa, Ont.—The Dominion Transportation Commission has decided that it is lawful for railroad companies to collect demurrage on cars and also to have a bureau to investigate delays in cars, etc. The railway commission can only sanction the rates or deal with disputes between the public and the railway companies.

Ottawa, Ont.—The seed distribution of the Dominion Experimental Farms this spring will consist of samples of oats, spring wheat, barley, Indian corn (for ensilage only), and potatoes. The quantity will be enough to sow 1-20 of an acre. Applications should be made to the directors of the Experimental Farms, Ottawa, any time before March 1.

Winnipeg, Man.—The Souris County Court recently decided in favor of a farmer who had arranged with the Souris Farmers Eltr. Co. for the handling of wheat through its house. The eltr. company claimed that other wheat had become mixed with that of the farmer and had been wrongly credited to him, but the court found the evidence insufficient.

Winnipeg, Man.—The appointment of a noxious weed inspector, or inspectors, is provided for in the bill introduced this season by the minister of agriculture. It will be the duty of these inspectors to destroy all noxious weeds, or see that the owners of land destroy them, and it will be the duty of the provincial inspectors to inspect seed grain prepared for sale and to bring proceedings against vendors of seed having noxious weed seeds on their premises. In regard to screenings, the bill proposes that farmers may take away such as comes from

their own grain, but any person or firm, including railway companies, who ship screenings out of the province will be liable to a fine of \$100.

Winnipeg, Man.—The grain inspected since Sept. 1 and prior to Feb. 1 amounted to 42,688,800 bus., or 3,660,040 bus. more than for the entire crop year of 1904-5, reports David Horn, chief grain inspector. Out of a total of 40,656 cars inspected, 725 were inspected at Calgary. Of this amount 559 inspected No. 1 hard, 22,117 No. 1 northern, 9,087 No. 2 northern and 1,614 No. 3 northern; compared with 155 cars of No. 1 hard, 2,746 cars of No. 1 northern, 7,737 cars of No. 2 northern, and 6,577 cars of No. 3 northern for the same period of 1904-5. Other grains inspected were 1,795 cars of oats, 786 cars of barley, 405 cars of flax and 7 cars of rye; compared with 689 cars of oats, 225 cars of barley and 239 cars of flax, but no rye, for the corresponding period of 1904-5.

CHICAGO.

The Bentley-Jones Grain Co. has been dissolved.

Memberships in the Board of Trade are selling for \$3.075 net.

E. E. Guillot and L. C. Krause have applied for membership in the Board of Trade.

Fred B. Lewis, formerly wheat trader for Fyfe, Manson & Co., is now with Hulburd, Warren & Chandler.

The White & Rumsey Grain Co. has increased its capital stock from \$30,000 to \$60,000, and the directors of the company from 3 to 5.

Ohio River lines have announced a rate of 6c on grain from Chicago to the north bank of the river and 7c to Louisville, a reduction of 1c, effective Feb. 10.

The Atchison, Topeka & Santa Fe Railroad has let the contract for the erection of the large new eltr. described in this column Jan. 25, to the Macdonald Engineering Co.

Tom, the Board of Trade cat, has been missing. The absence of his familiar countenance is giving the brokers much concern. It is hoped that he is either sleeping or hunting a rat.

Licensing country agents on a compensation of \$2.50 per 5,000 is proposed in a petition for an amendment to the rules permitting the employment of solicitors by Board of Trade firms.

The memberships of Frederick H. Babcock, formerly manager for McReynolds & Co., and Calvin A. Whyland have been posted for transfer. Mr. Whyland has been connected with the grain trade for 25 years.

When the germinating season comes, what will become of the No. 3 corn passed into the public eltrs. as No. 2? Will the Governor order it to "dry up?" Will any one dare to buy No. 2 for May delivery?

The Western Indiana Ry. Co. has purchased for \$50,000 the eltr. of ReQua Bros., at 44th street and the W. I. Ry. tracks. The eltr. will be torn down and the site, which is 96x125 ft., will be used for additional track room.

The following inspectors took their places Feb. 1 in the grain inspection office: Messrs. Green, Allan, Lilly, Chapman, Olson, Mansfield and Helander, succeeding W. B. Bain, G. W. Frank, P. McGraw and J. A. McCartney.

Condemnation suits to take the land on which stand the Iowa and City eltrs. have been dismissed by the trustees of the sanitary district, who believe the federal government can be induced to take up the work of widening the Chicago River.

Walter Fitch of the Board of Trade to prepare a commission rule is composed of A. S. White, J. C. Wood, Ben B. Bryan, H. L. Wing, John Hill, Jr., Edward Andrew, E. L. Glaser, E. A. Beauvais, W. S. Crosby, F. S. Austin and J. B. Adams.

Sidmon McHie, who has had many a fight with the bucket-shop committee of the Board of Trade, ran up against the New York city ordinances recently by speeding his auto too fast. He was released by the police on giving \$100 bail.

The committee appointed by Pres.

The directors of the Board of Trade have approved amendments to the rules requiring receivers of country consignments of grain and seeds to charge 5 per cent interest on advances; and defining carload lots to consist of 1,000 bus. of wheat, rye or barley, 1,500 bus. of oats and 625 bus. of flaxseed.

Fraction chasing by outside speculators in the option market is so rarely profitable in the long run that the amendment to the rules of the Board of Trade requiring customers to pay double commission probably will benefit them more than they now realize, by forcing them to look for bigger profits.

Thos. W. Hallam, a member of the Board of Trade since 1872, died suddenly Jan. 30 from heart trouble. Mr. Hallam had an office with Nash, Wright & Co. and did a brokerage business in grain and provisions, but for several years had been retired from active business, although he traded occasionally.

A general meeting of the members of the Board of Trade was held Feb. 9 to consider the amendments to the commission rule prepared by the committee to be voted upon Feb. 15. On grain the proposition is to make all trades pay a brokerage of 10c, non-members to pay 1/4c per bu. on transactions for future delivery.

Safeguards in the issuance and cancellation of warehouse certificates on grain in private eltrs. are being devised by a committee consisting of J. C. Rogers, J. J. Stream, James Pettit, E. L. Glaser, James Crighton and Wm. Nash. The rules committee will be consulted as well as leading bankers, with a view to rendering impossible a repetition of recent frauds.

Expulsion for L. R. Fyfe and 10 years' suspension for L. H. Manson was the penalty meted out by the directors of the Board of Trade for alleged dishonorable dealing and uncommercial conduct by the members of the bankrupt firm of Fyfe, Manson & Co. Both are said to have speculated far more extensively than their capital warranted. Fyfe is charged with having sent out a letter to customers advising them to get on the bull side of July corn, while he himself took the bear side.

Chicago will think before they vote. That's right. They have postponed their vote on the new commission rule until the middle of February. Present rates are low compared with commission stocks, cotton and other more active commodities. Salaries, rents and other expenses of doing business have increased materially in late years. What will make the markets more attractive is

the leading question to be considered, not merely the commission rate.—C. A. King & Co.

Under the new plan of selling the choice of sample tables the cash grain dealers on 'Change were able to place themselves at less expense than in former years. Each table was auctioned off separately. Most members preferred to keep the same table used the past year. Consequently the sale held Jan. 26 was productive of less excitement and more satisfaction. The premiums amounted to \$735, compared with \$3,800 last year. Rentals this year will bring the revenue up to \$2,335.

The Marfield-Griffiths Co., of Minneapolis and Duluth, will open Feb. 15 an office at 732 Postal Telegraph building. W. H. Noyes, who will leave Hulburd, Warren & Chandler Feb. 12, will have charge of the office for the company, which will take over the receiving and shipping business of E. H. Noyes & Co. This Chicago branch will look after the cash grain business originating with the Western Eltr. Co. at Winona and with the houses of the Marfield-Griffiths Co. at Minneapolis and Duluth.

An agreement to pay 80 per cent of the value of grain, based upon the capacity of the car, before the grain is unloaded into their private eltrs. has been signed by Rosenbaum Bros., Northern Grain Company, Bartlett, Frazier & Carrington, J. C. Shaffer & Co., W. H. Merritt & Co., United Grain Co., Armour Grain Co., Peavey Grain Co., Nye, Jenks & Co., J. Rosenbaum Grain Co., E. R. Bacon, J. S. Templeton. This will protect receivers from such losses as they sustained by the McReynolds failure.

Effective Feb. 1, Wabash Railroad (west) will publish on corn for export, carloads, in connection with the Wabash R. R. east of Chicago only, following rates from Missouri River and Atlantic seaboard: Omaha, Council Bluffs and Kansas City to Boston and New York, 23 and to Philadelphia 22c, based on the agreed differential Atlantic ports over gulf, and include cost of loading on vessel or "fobing," at the seaboard, with transit privileges at Chicago. Manager E. B. Boyd of the Board of Trade Transportation Dept. also announced that, effective Feb. 6, the Wabash is publishing the same rates on grain via Chicago from station in Illinois north to Bement to seaboard territory, Buffalo, Pittsburg and east, as from outside junctions.

One free switch will be given by the C., M. & St. P. Ry., according to the following notice, effective Feb. 1: 1—Grain brought into Chicago via C. M. & St. P. Ry. will be switched from the inspection track to final destination on C. M. & St. P. Ry. free, provided disposition is given before 6 p. m. of the second day on shipments inspected before 10 a. m., and before 6 p. m. of third day on shipments inspected after 10 a. m. 2—Grain brought into Chicago via C. M. & St. P. Ry. will be switched from inspection track to C. M. & St. P. Ry. connection with any connecting line in Chicago free, providing disposition is given before 6 p. m. of second day on shipments inspected before 10 a. m., and before 6 p. m. of the third day on shipments inspected after 10 a. m. 3—If after first free movement has been made, it should be necessary to give the car a second movement on C. M. & St. P. Ry., the regular switching charge for such second movement will be assessed. 4—When reconsigning orders are furnished after the

time specified in rules 1 and 2, a charge of \$2 per car will be made for such reconsigning. Note—Nothing in the foregoing rules will in any manner modify the car service regulations.

The investigation in the affairs of Geo. S. McReynolds before the referee in bankruptcy has revealed a total lack of system in the issuance and cancellation of warehouse receipts from Eltr. A at South Chicago. A clerk testified that receipts were issued on the report by the supt. of the eltr. showing amount of grain unloaded from cars; and Mr. McReynolds stated that no record was kept of the cancellation of the receipts. Thuet Bros. have filed a claim for 560,000 pounds of screenings believed by them to be in store at Eltr. A. Warner & Wilbur have filed a claim for the value of 1,817 bus. of oats for which McReynolds gave a check that was returned by the bank marked no funds. The Corn Exchange National Bank has petitioned the Circuit Court to appoint a receiver for the McReynolds Eltr. Co., alleging that there is no grain whatever in the South Chicago Eltr. to satisfy receipts, and that 500,000 bus. of corn, oats and other grain has been fraudulently shipped out; and the court, Feb. 6, appointed the Title & Trust Co. By agreement between the Chicago Title & Trust Co., receiver, and the Mississippi Valley Trust Co., of St. Louis, the grain of the Southern Eltr. Co. at that place will be sold to the Wm. D. Orthwein Grain Co., the proceeds to be turned over to the receiver, if the courts so decide. H. W. Rogers & Bro. have filed a claim for the value of 1,709 bus. of corn sold. An expert accountant has totaled the receipts held by the banks as calling for 2,206,000 bus. of grain in Eltr. A, which actually contained only 6,400 bus. Mr. McReynolds' business had been unprofitable for several years and his household expenses have been about \$28,000 annually. In an endeavor to meet his expenses he resorted to speculation in futures, but only got deeper into the mire, admitting having lost about \$100,000 in speculation.

ILLINOIS.

Ferris, Ill.—V. H. Cazer has succeeded the Farmers Eltr. Co.

Lodge, Ill.—P. B. Webster has succeeded Webster & Burton.

Norris City, Ill.—H. H. Crozier has succeeded Wm. C. Smith.

Prairie Hall, Ill.—T. A. Bone & Co. have succeeded W. H. Smith.

Manhattan, Ill.—Baker, Jones & Co. have begun work on their eltr.

Bradbury, Ill.—Clark, Garrison & Simmerly have succeeded F. D. Voris.

Monica, Ill.—The Farmers' Eltr. Co. has succeeded Gillen & McManus.

Dwight, Ill.—The Standard Grain Co. has succeeded the Dwight Grain Co.

Missal, Ill.—The United Grain Co. is no longer in business at this station.

McCall (Ferris P. O.), Ill.—J. R. Craig has succeeded W. P. Schertz & Co.

Effingham, Ill.—The Valier & Spies Milling Co., of St. Louis, is building an eltr.

Monticello, Ill.—The Knight Grain Co. has succeeded Bartlett, Frazier & Carrington.

Frankfort, Ill.—Mr. Stellwagen has succeeded Kaiser & Stellwagen at Frankfort and Spencer.

Ellis, Ill.—W. H. Council, of Williams-ville, has succeeded C. H. Hopwood and Wood & Wood.

Fairland, Ill.—The National Hominy Co., of Terre Haute, Ind., has succeeded the Farmers' Eltr. Co.

Decatur, Ill.—Several brokers have been indicted by the grand jury on the charge of keeping bucket-shops.

Wenona, Ill.—Myron J. Stotler, of Hudson, has engaged in the grain business with his brother, H. A. Stotler.

St. Joseph, Ill.—The St. Joseph Grain Co., recently incorporated, has succeeded John B. Woodin in the grain business.

Pontiac, Ill.—The farmers are talking of building an eltr. S. L. Morrison is said to have offered his eltr. to them at cost.

Decatur, Ill.—Robt. I. Hunt and wife have gone on a pleasure trip to the Mediterranean sea. W. H. Sufferin is in California.

Heyworth, Ill.—Mr. Hasenwinkle has succeeded F. M. Black in charge of the eltr. of the Hasenwinkle Grain Co., of Bloomington.

Urbana, Ill.—The 2 weeks' convention of the Illinois corn growers closed Feb. 2. J. T. Wilson, of Winchester, was elected pres.

Assumption, Ill.—The Farmers Eltr. Co. has purchased for \$7,500 the eltr. of the L. F. Webb Grain Co. and will take possession Feb. 15.

Sullivan, Ill.—L. R. Smith & Co. recently sold their eltrs. at Allenville, but are still doing business at Sullivan and at their other stations.

W. E. Walker & Co. of Decatur, Geo. S. Dole of Galesburg and Logan & Co. of Nashville, Tenn., have recently joined the Illinois Grain Dealers Ass'n.

Decatur, Ill.—The large new factory of the Wellington Starch Co. is to be placed in operation by April 1. The plant will consume several thousand bushels of corn daily.

Freeburg, Ill.—The Crown Eltr. Co. incorporated, \$2,500 capital stock, to deal in cereals and farm products. Incorporators, A. V. Imbs, J. B. Imbs and L. D. Turner.

Morton, Ill.—Eugene Mathis and the Jos. Yentes Coal & Ice Co. are not in the grain business. Roberts, Moschel & Mosiman are the only regular dealers at this station.

Secor, Ill.—P. A. Felter, of Eureka, has purchased the eltr. operated by Herman & Ludwig and has succeeded them. Messrs. Herman & Ludwig traded the house for South Dakota land.

Lena, Ill.—The plant operated by the B. P. Hill Grain Co., of Freeport, burned Jan. 30, with about 1,500 bus. of grain. Total loss, \$4,000; insurance on grain, \$1,000, and on building \$2,000.

Kerrick, Ill.—The Kerrick Grain Co. incorporated, \$6,000 capital stock, to operate an eltr. and deal in produce and fuel. Incorporators, E. F. Mohr, L. H. Herrick, Jr., and J. H. Gesel.

Grand Chain, Ill.—The name of the firm doing business as the Grand Chain Milling Co. has been changed to the Pulaski County Mill & Eltr. Co., and the capital stock increased from \$5,000 to \$8,000.

Marseilles, Ill.—The old 60,000-bu. eltr., located on the banks of the canal, is being torn down by Jas. Bruce, of the Bruce Grain Co., for the lumber which it

contains. This eltr. was built in 1855 for the pioneer grain firm of Scott & Harrington, which owned several canal boats.

Rowell, Ill.—The Shellabarger Eltr. Co. will begin work on the rebuilding of its eltr. as soon as the weather permits. The capacity of the new house will be between 40,000 and 50,000 bus., or double the capacity of the eltr. which burned Jan. 19. The new plant will cost about \$10,000.

East St. Louis, Ill.—Fritz Einstman, Jr., formerly a subordinate at the Chicago office, has been appointed chief grain inspector at this place, succeeding Charles Davis, who will go to the Chicago office. Mr. Einstman is a nephew of Railroad & Warehouse Commissioner French.

Cropsey, Ill.—Fire starting in the cupola on the night of Feb. 6 destroyed the eltr. owned by H. L. Barnes and operated under lease by the Rogers Grain Co., of Chicago. The house had a capacity of 45,000 bus. and contained 30,000 bus. of oats and 8,000 bus. of corn. Loss, \$15,000; fully insured.

Springfield, Ill.—Brainerd & Wiggins is a new firm composed of Jas. L. Brainerd and Horace L. Wiggins, who will do a cash grain business and also execute orders in futures over the private Chicago wire of Finley Barrell. Offices will be in the Booth bldg. The firm has employed Wm. Evald and Wm. T. Hoge, formerly with C. O. Matheny & Co.

Wing, Ill.—The engine house of Geo. Gibb & Son burned Feb. 2, but the eltr. was uninjured. The fire was caused by the man in charge lighting gasoline on the outside of the pipe to thaw it out after water in the gasoline had frozen. The flaming gasoline set fire to a piece of wood under the pipe, which was not noticed and in half an hour the engine house was in flames.

Springfield, Ill.—The State Highway Commission, created under the law passed by the last legislature, has engaged A. N. Johnson as state highway engineer. The Commission will furnish all local authorities, upon application, with necessary engineering data, specifications for good roads, test road material, locate deposits of such material. The Commission will supply free of charge a small quantity of stone suitable for highway construction. The Commission is about to begin a system of experimentation in the construction, maintenance and improvement of all classes of road which seem adapted to the peculiar conditions of the various parts of the state.

East St. Louis, Ill.—The Union Eltr. Co., owned by the Burlington Road and under lease to the Union Eltr. Co., burned Feb. 3 with 259,000 bus. of wheat, 125,000 bus. of which were off grades, and 48,000 bus. of corn, 30,000 bus. of which were off grades. Loss estimated between \$400,000 and \$500,000; insurance, \$282,000. The eltr. was of wood construction, covered with corrugated iron, 438x125 ft., and had capacity for 1,000,000 bus. of grain. The house was rebuilt 8 years ago after being destroyed by fire and 3 years ago an addition was built at the east end of the structure. The Union Grain Co. was reorganized about a year ago and is now composed of grain men from Kansas City and St. Joseph. The officers of the company are: C. G. Benton, pres.; C. A. Dayton, vice-pres.; A. J. Brunswig, secy.; Henry Lichtig, treas.

A seed corn special train will be run over 2,000 miles of the I. C. Ry., starting

Feb. 20 from Chicago, with the object of increasing the quality and quantity of the corn crops of Illinois. The train will make 40-minute stops at 120 towns and cities, beginning at Cloverdale Feb. 20 and running the same day to Freeport; Feb. 21, Lena to LaSalle; Feb. 22, LaSalle to Normal; Feb. 23, Clinton to Gibson; Feb. 24, Clinton to Decatur; Feb. 26, Decatur to East St. Louis; Feb. 27, East St. Louis to Mounds; Feb. 28, Mounds to Metropolis; March 1, Eldorado to Sullivan; March 2, Grayville to Mattoon; March 3, Mattoon to Mattoon. Professor Hopkins, of the University of Illinois, will have charge of the tour, assisted by professors from the agricultural schools of Illinois and other states. Representatives of the I. C. Ry. will also accompany the train and tell of the increased shipments that come from improved methods of farming.

INDIANA.

Clarkshill, Ind.—The 15,000-bu. eltr. for J. L. Storms has been completed and is now in operation.

Indianapolis, Ind.—The Vawter Grain Co. has purchased for \$12,500 the site on which its new eltr. is being erected.

Union City, Ind.—The Mead Grain Co. incorporated, \$16,000 capital stock. Directors, N. S., J. W. and S. D. Mead.

Newcastle, Ind.—The activity of a scoop named Payne has been choked off with the help of Cincinnati receivers.

Evansville, Ind.—W. H. Small & Co. are considering the construction of a concrete warehouse and grain storage tanks.

Laporte, Ind.—McClane & Son are reported to be conducting a scoop shovel business at McGee, Walls and Millcreek, as well as here.

Mecca, Ind.—Rohm Bros., of Rockville, have purchased the eltr. of the Montezuma Mill Co., of Montezuma, which has been operated under the name of the Mecca Eltr. Co. J. D. Swaim remains as mgr.

Newcastle, Ind.—The Newcastle Eltr. Co., recently incorporated, has purchased the eltr. of Geo. & W. B. Starr. E. A. Morris, who has been connected with the eltr. ever since it was built, is vice-pres. and mgr.

Columbia City, Ind.—Lancaster Bros. have purchased the Vandalla Eltr. This eltr. for some time past has been used both by Leininger Bros. and Lancaster Bros., but the former firm will now discontinue business.

Yeoman, Ind.—Clarence Johns has purchased the eltr. of John A. McComas and has taken possession. The farmers are organizing an eltr. company, although it was understood that they were satisfied with the change and there is no chance that the town can support 2 houses.

Winchester, Ind.—The Eastern Indiana Grain Dealers Ass'n will meet Feb. 14 at the Randolph hotel. To celebrate the opening of their fine new eltr. The Goodrich Bros. Hay & Grain Co. has invited the members of the Ass'n and several other grain dealers to be their guests on that day, and will entertain all who can come at dinner.

Wabash, Ind.—W. A. Elward has purchased the Wabash Eltrs. at Wabash and Lagro, which he has been operating for years. The Wabash Ry. is selling all its eltrs. along its lines in Indiana and Illinois. It has eltrs. at Logansport, Peru, Lafayette and Rich Valley, Ind.,

and also at Toledo, O. Mr. Elward also operates an eltr. at Rich Valley.

Rockport, Ind.—Ray, Stevenson & Co. incorporated, \$9,000 capital stock, to build and operate grain eltrs. and mills, and do a general grain business, with headquarters at Rockport. The firm has been doing business at Rockport, Rock Hill and Chrisney. The directors of the company are: Jeff Ray, pres., John T. Stevenson, vice-pres., and Clarence Ray, secy.

INDIAN TERRITORY.

Haskell, I. T.—The Midland Mill & Eltr. Co., of El Reno, Okla., will build an eltr.

Bixby, I. T.—The eltr. for the Midland Mill & Eltr. Co., of El Reno, Okla., has been completed.

IOWA.

Joice, Ia.—The Farmers Co-operative society has succeeded the Northern Grain Co.

Nodaway, Ia.—Cummings Bros. have fitted up the old eltr. and now have it in operation.

Sioux City, Ia.—Rumor has it that a large eltr. will be erected here by the Great Northern Railroad.

Albert City, Ia.—The Farmers Eltr. Co. incorporated, \$4,000 capital stock. Aug. Anderson and others incorporators.

Irwin, Ia.—Escher & Co. have succeeded the Irwin Grain Co. The firm is composed of Chas. Escher, Jr., and Earl Ryan.

Perry, Ia.—Wm. Wolf, of Bouton, has purchased the eltr. of the Neola Eltr. Co. Jas. Wilkinson will have charge of the eltr.

Winthrop, Ia.—John Reidy has purchased the interest of Tom Berryman in the firm of Reidy & Berryman and will continue the business alone. Mr. Berryman contemplates locating in Neb.

Schleswig, Ia.—Not much grain moving. Corn was a good crop with us, yielding from 40 to 70 bus. per acre. More corn sold in this locality this year than for years.—C. E. Fitzsimons, Agt. *Trans-Mississippi Grain Co.*

Durant, Ia.—Fred and Ed Denkmann, of Denkmann Bros., grain dealers, have been indicted by the grand jury on the charge of having committed perjury in representing that their deposit in a failed bank was \$4,000 instead of \$2,000.

Carson, Ia.—The Fullerton Lumber Co. recently purchased the old eltr. formerly owned by the Des Moines Eltr. Co. and has torn it down. The R. K. Johnson Co. now owns the only eltr. in town, which is operated in connection with the company's mill.

Mason City, Ia.—The Farmers Grain Dealers Ass'n held its annual convention Feb. 1 and 2. The following officers were elected: J. H. Brown, of Rockwell, pres.; V. B. Hathaway, Pierson, and V. J. Hagens, Barnum, first and second vice-pres.; C. G. Messerole, Gowrie, secy.; Peter Gorman, Dougherty, treas.

The Iowa Corn Growers Ass'n will ask the legislature of Iowa for an appropriation of 1 cent for each of the 228,000 farms in the state to assist in giving premiums for good exhibits of corn at the annual session of the Ass'n, held during the short course at Ames. This

money has usually been raised by subscription.

The supporters of the "corn seed special" bill are causing trouble in the passing of the Hughes bill, which prohibits persons holding public positions from accepting or using passes. The railroads are expected to furnish free transportation to college students and professors who desire to take part in the scientific excursions.

Kanawha, Ia.—The Farmers Co-operative Eltr. Co. incorporated, \$25,000 capital stock. Incorporators, J. E. Olson and others. The company has purchased for \$5,000 the eltr. of C. W. Gowdy and will not build at present on the site recently purchased. Possession will be given May 1, the new owners to receive \$75 a month in rent for the intervening 3 months.

Pierson, Ia.—At a recent meeting of the directors of the Farmers Eltr. Co. they adopted the plan of refusing to bid in any grain unless the farmers drive on their scales. They absolutely refuse to come on the street. They give for their reason that they set the price for others to raise; and, further, they wish to keep tab on the members who are selling grain to other dealers.—N.

Des Moines, Ia.—A bill is being drafted by prominent farmers, grain dealers and stock raisers of the state to ask for an appropriation from the legislature for the establishment of college extension work in connection with the Iowa State Agricultural College. It is proposed to establish an extension department with professors to educate the grain and stock growers of the state by lectures.

Britt, Ia.—There has been a warm time here all the fall, particularly in the grain business. The Farmers Industrial Union started up this fall with Jas. Emanuel in charge, and as usual started out to reform commercial interests of Britt. They bought out the Gowdy Eltr. and coal shed, and proceeded to do business as cheaply as possible, figuring that a 1½ cent to 2-cent margin per bu. for handling grain is ample to pay all expense, interest on the investment, wear and tear commission and contingencies. This is the most favorable year for the grain business, but the experienced grain man knows 2 cents will barely cover the expense of handling and a percent on the investment, say nothing about laying aside something for the unfavorable season. But they will have to find out by experience.—*Northwestern Coal Dealer.*

Des Moines, Ia.—The arrangements for the seed corn special over the C. G. W. Ry. have been completed by Geo. A. Wells, secy. of the Iowa Grain Dealers Ass'n, and the railroad has placed the special train at the disposal of Professor P. G. Holden, of the Iowa College of Agri., who will deliver the lectures. The train will stop at 119 towns, an average of 13 towns a day, remaining 40 minutes at each station. The special will start from Des Moines Feb. 15, making its first stop at Blockton and ending the day's run at Conger. Feb. 16 the train will run from Churchill to Marshalltown; Feb. 17, Green Mountain to Fairbank; Feb. 19, Westgate to Osage; Feb. 20, Melton to Vincent; Feb. 21, Council Bluffs to Carroll; Feb. 22, Lidderdale to Hampton; Feb. 23, Hansell to Glasgow; Feb. 24, Readlyn to Durango. At Ft. Dodge special trains will be run from Lehigh and Evanston for the benefit of the farmers wishing to attend the lectures.

KANSAS.

Hamlin, Kan.—The firm of Berkley & Dowell has been dissolved.

Cleveland, Kan.—J. F. Cheatum has installed an automatic weigher in his eltr.

Lawrence, Kan.—E. B. Gorsuch has purchased the corn meal mill of J. Underwood and took possession Feb. 1.

Read the decision of the Kansas City court on liability of carrier for delay in switching, reported on page 180 this number.

Enterprise, Kan.—H. O. Bradley has resigned as secy. of the Northern Kansas Millers Club to go into business with Hoffman & Son.

Hutchinson, Kan.—The Southwestern Kansas Millers Ass'n met here recently and voted not to buy wheat for two weeks, to bear the market.

Topeka, Kan.—The creditors of the Taylor Grain Co. will hold their first meeting Feb. 26 at the office of J. G. Slonecker, referee in bankruptcy. The liabilities are \$111,783, with assets \$169,227.

Wichita, Kan.—E. R. & D. C. Kolp, of Ft. Worth, Tex., have opened a branch office in Wichita. B. J. Mullins, formerly in charge of the branch office of the Empire Grain Co., at Oklahoma City, has charge of the new office.

Wichita, Kan.—Henry Lassen, formerly of El Reno, Okla., has purchased 5 acres of land between the Rock Island and the Santa Fe Rys. at 13th street and will build at once a 250,000-bu. eltr. and a mill. The plant will cost about \$150,000.

The Agricultural College of Kansas is holding a series of institutes, making a specialty of seed selection, with the object in view of increasing the corn and wheat crops of the state. The lectures began Feb. 5 at Burlingame and will end Feb. 16 at Lawrence.

Pratt, Kan.—The Pratt Mill & Eltr. Co. has let the contract for the erection of a 100,000-bu. eltr. and 500-barrel flour mill. The plant is to be operated entirely by electricity and is expected to be completed by Aug. 1. A full line of Invincible Cleaners and Packers will be installed.

Cedarvale, Kan.—An attempt was made Jan. 27 to burn the eltr. of the L. C. Adams Mercantile Co. and a reward of \$200 has been offered by the firm for the arrest and conviction of the guilty party, or parties. Coal oil was found in the grain spout and an attempt has been made to drop fire into it.

KANSAS LETTER.

Suit was filed in the District Court of Shawnee County Feb. 1 by the Farmers Co-operative Grain Ass'n against C. B. Hoffman, of Enterprise, for \$3,792. The ass'n sets up in its petition that while Hoffman was mgr. of it in 1903 he speculated in wheat, for the ass'n, using the ass'n money, and that on account of selling to irresponsible parties who failed in business and did not pay the ass'n lost. The ass'n claims that his dealings were contrary to its by-laws.

W. H. Watson, of Vermillion, has filed a complaint with the Board of Railroad Commissioners against the Missouri Pacific Railroad Co., asking that he be allowed judgment for damages against the co. Mr. Watson has had cars ordered from the Missouri Pacific since Dec. 28 and has been able to get but one car

He ordered 2 cars Dec. 28, 2 Jan. 10 and 2 Jan. 20. He states that he paid the agt. at Vermillion 25 per cent of the freight charges in advance and offered before witness to pay him the balance.—M. S.

KENTUCKY.

Versailles, Ky.—The grain warehouse of Isham Railey burned Feb. 1 with 5,000 bus. of wheat belonging to farmers.

Versailles, Ky.—The grain warehouse and store of J. M. Newman were slightly damaged Jan. 24 by a fire, which destroyed adjoining buildings. The loss is estimated at several hundred dollars.

Louisville, Ky.—Adolph Brandeis, who died Jan. 21, was the pioneer grain dealer of the Ohio River. He was born at Prague, Austria, in May, 1822, educated in Germany and England, in preparation for work in his father's factory. In 1848 he came to America and after a stay at Cincinnati engaged in the wholesale grocery business at Madison, Ind. His first venture in the grain business was at Louisville, in 1852, as a partner of W. W. Crawford. The pioneer firm of Brandeis & Crawford remained in existence for 20 years. After having been engaged in the cotton commission business for several years he formed the firm of A. Brandeis & Son, in 1878, and was actively interested until two years ago.

LOUISIANA.

New Orleans, La.—Geo. W. Nott, pres. of the Citizen's Bank, purchased recently at public auction for \$45,000 the large warehouse of the National Rice Milling Co. The warehouse is 285x106 ft. and is located near the Louisville & Nashville Ry.

Crowley, La.—The Louisiana Mill & Irrigation Co. has decided to buy rice for cash. In the suit of the company against Sherman Scott the court at St. Charles recently decided that the bran and polish belonged to the rice miller and not to the farmer.

Shreveport, La.—The warehouse of the Rutherford Mill & Eltr. Co. burned during the night of Jan. 31, with a quantity of grain, flour, meal and hay. Loss, \$25,000. The firm had insurance for \$15,000 on the stock, but owing to having removed the stock from one part of the building during the day and not having the insurance policies transferred the loss is probably total.

New Orleans, La.—The grain exports from New Orleans during Jan. were 128,034 bus. of wheat, 6,770,573 bus. of corn, 280,000 bus. of oats and 150,000 bus. of barley; compared with 5,203,536 bus. of corn, but no wheat, oats or barley, for Jan., 1905. Exports since Sept. and prior to Feb. 1 have been 648,034 bus. of wheat, 11,023,111 bus. of corn, 861,879 bus. of oats and 390,000 bus. of barley; compared with 6,729,464 bus. of corn and 14,575 bus. of oats, but no wheat or barley, for the corresponding period of last season, as reported by W. L. Richeson, chief grain inspector of the New Orleans Board of Trade.

MARYLAND.

Baltimore, Md.—The Pennsylvania Millers State Ass'n has decided to hold its annual meeting here in the early autumn.

Baltimore, Md.—In consequence of the splendid results from the corn special trains originated by C. Bosley Littig, the

Maryland & Pennsylvania Railroad will run dairy specials.

Baltimore, Md.—Germany has been the largest buyer of Baltimore corn. The increased duty, which becomes effective there March 1, has put a stoppage to sales. Our market is very dull, prices are lower, but we advise shipping corn to reach here before March 10, as we anticipate that corn will be soft in the spring months. Inspection for the 2 weeks ending Feb. 3, were 3,172 cars of mixed corn, 307 cars of steamer corn, 15 cars of No. 3 corn and 15 cars of rejected corn.—Louis Muller Co.

Baltimore, Md.—The following were elected officers of the Baltimore Chamber of Commerce for the ensuing year: Douglas M. Wylie, pres.; F. A. Meyer, vice-pres.; H. A. Wroth, secy.; Jas. B. Hessong, assistant secy. and treas. Executive committee: Wm. H. Hayward, chairman; E. A. Slack, vice-chairman; E. F. Richards, John H. Glidden, Jr., and C. S. Schermerhorn. The 5 directors elected were: C. P. Blackburn, E. F. Richards, Geo. Frame, John H. Gildea, Jr., and C. B. Watkins.

MICHIGAN.

New Hudson, Mich.—R. W. Read has succeeded E. J. Rice.

Benzon, Mich.—E. T. Huntington has discontinued his grain business and no dealers are now operating in the town.

The Michigan Car Service Ass'n has extended the time for unloading cars from 48 to 72 hours, after breaking bulk.

Rives Junction, Mich.—John K. Telfrey has just completed a bean eltr., which increases the capacity of his plant to 10,000 bus., for grain and beans.

Capac, Mich.—Leach Bros. & Burt, farmers, who recently sold their eltr. to H. P. Stoughton, are out of the grain business altho still using their old letter heads.

A good time to stop loaning bags is July 1, 1906. A mid-year resolution to stop this source of annoyance and expense will enable the dealer to cultivate more friendly relations with farmers.

Frankenmuth, Mich.—Adam List will build an eltr. as soon as arrangements can be made with the D. F. & S. Ry. for facilities. The Frankenmuth Eltr. Co. is ready for business and as soon as the D. F. & S. Ry. gets the side track laid will begin shipping grain.

MINNEAPOLIS.

Memberships in the Chamber of Commerce are selling for \$4.525.

Daniel J. Getchell, of the Marfield-Griffiths Co., died Feb. 1 of paralysis after a year's illness.

Jas. A. Patten, of Bartlett, Frazier & Carrington, Chicago, has purchased a membership in the Minneapolis Chamber of Commerce.

Lectures given from the good seed train over the Omaha road which returned to Minneapolis Jan. 27 were attended by 5,000 farmers.

The Electric Steel Eltr. Co. will add 5 additional tanks to its eltr. plant. Each tank will be 50 ft. in diameter and 60 ft. high, and together will cost \$29,000.

Lake, Brown & Tracy have succeeded Lake, Brown & Co. and J. L. Tracy & Co., the 2 firms having been consolidated. The firm is composed of W. H. Lake, of Chicago, E. L. Brown and J. L. Tracy.

In connection with the Illinois Central a rate of 18c on oats from Minneapolis to New Orleans, with transit privileges at Chicago, has been made by the St. Paul, Northwestern and Great Western.

Edward A. Vaughan of the get-quick scheme known as the Vaughan Commission Co., which fled the public out of \$70,000, was arraigned in the U. S. Court Feb. 6 and committed to jail to await trial.

The Northwestern Eltr. Co. has been refused a reduction in its assessment on grain in store from \$16,700 to \$250, altho showing that on May 1 it had 81,160 bus. of grain in store, with outstanding warehouse certificates for 83,310.

The damage suits of Martin Mulcare and John Ternes against the G. E. Gee Grain Co. for \$25,000 on account of an accident at the company's eltr. last fall, has been settled by the insurance company without recourse on the Gee Grain Co.

The directors of the Chamber of Commerce on Jan. 26 rescinded the membership privileges of the Albert Dickinson Co., on account of the refusal of the company to adhere to the provision of the commission rule governing the price to be quoted in bids to the country.

The plant to be erected by the Washburn-Crosby Co., which will be 79x126 ft. and 100 ft. high, will consist of 15 large concrete bins with the 8 intermediate spaces. Seven large grain separators are to be installed in the cleaning house, which will be 104 ft. high. The plant is to have 3 receiving legs, with capacity for handling 10,000 bus. each per hour, and 9 unloading pits. It is expected that the house will be completed by Sept. 1.

MINNEAPOLIS LETTER.

The firm of Hulburd, Warren & Chandler, of Chicago, has given up its branch office in the Chamber of Commerce.

E. Barden is back again with the Corson Grain Co., having been engaged in the feed business in St. Paul for a year.

H. J. Hollister, formerly in the feed business in St. Paul, has started a commission business in grain, operating in this market.

The firm of Nicholls & Taylor is being organized into a stock company, the death of Mr. Nicholls in the West hotel fire giving rise to these conclusions on the part of the remaining members of the firm.

Some time ago it was erroneously reported that L. Sherman had left the Spencer Grain Co. Mr. Sherman had been ill and was away, and rumor had it that he had accepted a position with a barley house and was traveling in the east selling barley.

January was a very good month for the barley dealers here. A number of large sales were made at good and remunerative prices. Several 100,000 and 150,000 bus. sales were made by different parties. The barley dealers in this market have all made money this season.

M. W. Lee, of the Loomis-Johnson-Lee Co., is temporarily located at Mason City, Ia., looking after the company's interests at that point. He expects to remain there for a few months. The boys on Change miss him very much, as he is one of the popular salesmen of cash grain.

Very little is heard of Edwards-Wood these days and it is thot their business is gradually dying, the public having been a heavy loser with them for a long time.

As in the case of all bucket-shops, the public got tired out and quit turning over its money to the bucket-shop.—Minn.

MINNESOTA.

Welcome, Minn.—The Farmers Eltr. Co. contemplates enlarging its plant.

Fairfax, Minn.—The farmers of Renville county are planning to buy 1 of the local eltrs.

Imogene, Minn.—The eltr. of the Nye-Schneider-Fowler Co. burned recently. Loss, \$8,000; partially insured.

Orleans, Minn.—The Mikkelson Eltr. burned Jan. 28. Loss, \$15,000; partly insured. Mr. Mikkelson will rebuild during the summer.

Breckenridge, Minn.—The farmers contemplate building a 3,000-bu. eltr. Wm. Cross, of Childs, is chairman of the building committee.

St. Paul, Minn.—Dockage on coarse grains was discussed by the state railroad and warehouse commissioners Jan. 25, in conference with the state board of grain appeals.

Duluth, Minn.—Gregory, Jennison & Co., of Minneapolis, who own the Commander Mill, have purchased a 2-3 interest in the Universal Mill from A. D. Goodwin, who retains the other 1-3 and will manage the mill.

Hayfield, Minn.—The Hayfield Farmers Eltr. Co. contemplates tearing down its present eltr and flat house and building a 25,000-bu. modern eltr., in which the materials of the old plant will be used. It is estimated that the plant will cost from \$1,500 to \$2,000.

Winona, Minn.—The Union Fiber Co., which was organized 3 years ago under the laws of New Jersey, has been incorporated under Minnesota laws, with \$500,000 capital stock, to manufacture mineral wool and flax straw products. The officers of the company are: Frank Horton, pres.; H. H. Youmans, vice-pres.; S. H. Somsen, secy.; C. M. Morse, treas.

Duluth, Minn.—On complaint made by the Minnesota Farmers Exchange Jan. 24 that the Duluth Board of Trade was boycotting it and shutting the grain of the co-operative concern out of the Duluth market, Atty.-Gen. E. T. Young of Minnesota began an investigation, and after finding other grounds besides those named by the Farmers Exchange, brot suit at Duluth in the name of the state to forfeit the corporate privileges and franchises of the Board of Trade and to enjoin it and its officers from continuing what is alleged to be an unlawful restraint and monopoly of the Duluth market. The action is based on the anti-trust law of 1890. The farmers allege that when they first applied for membership in the board, they were refused because their rules provided for profit-sharing by stockholders. They rescinded this rule and applied again, but were refused because they were an organization of farmers endeavoring to market their own products. They then began consigning grain to members to sell for them, but this was finally forbidden, and the exchange is now deprived of access to the Duluth market. The Board of Trade has retained Francis W. Sullivan, attorney, to conduct its defense.

MISSOURI.

Read the decision on liability of carrier for delay in switching reported on page 180, this number.

St. Louis, Mo.—Jas. G. Martin, representing the Northern Grain Co., has become a member of the Merchants Exchange.

Kansas City, Mo.—N. B. Updike, of Omaha, has purchased the membership of J. Bookwalter in the Kansas City Board of Trade.

St. Louis, Mo.—John L. Rogers, formerly in charge of the southeastern business of McReynolds & Co., Chicago, is now with the Peavey Grain Co.

St. Louis, Mo.—It is proposed to have representatives of the Merchants Exchange supervise the work of the Illinois state grain inspectors at the East St. Louis eltrs. to protect the trade against incompetent inspection.

St. Joseph, Mo.—The South Park Grain Co. has brot suit against the Great Western Road to recover the value of 5,000 bus. of wheat which is part of a lot of 21,000 bus. The railroad alleges that the 5,000 bus. were lost in cleaning.

Kansas City, Mo.—Judge Reed of the Federal Court has granted the Chicago Board of Trade a temporary injunction restraining the A. M. McDermott Commission Co. bucket-shop from using the continuous grain quotations for gambling.

Rich Hill, Mo.—The plant of the Flanagan Mill & Eltr. Co. burned Jan. 29. The plant consisted of mill, mill eltr., warehouses, grain eltr. A, chop mill, cooper shop and office. Loss, \$250,000; insurance, \$86,000. The plant will be rebuilt at once.

Kansas City, Mo.—Hay dealers have requested Wm. Trickett, of the transportation bureau, to present their complaint against the inspection fee of 50c per car to the railroad and warehouse commissioners. The cost of the service is said to be 10c.

Kansas City, Mo.—The Helm Grain Co. recently was victimized by a B-L fraud. A man representing himself to be Gus Witt of Hudson, Kan., obtained a check for \$2,100 on a B-L for a car of wheat. The swindler deposited the check in the Bankers Trust Co. and drew \$750.

Kansas City, Mo.—The Missouri Railroad & Warehouse Commissioners on Jan. 24 issued an order withdrawing their weighmen from private eltrs. The court a month earlier had decided that the commission had no authority to weigh in private houses, and the opinion given the commission later by the asst. atty. gen. confirmed it, but went further in stating that the Board of Trade Weighing Dept. had no right to weigh in public eltrs., when as a matter of fact the Board's men have that right.

Kansas City, Mo.—A terminal eltr. is to be built here by a company just organized by C. W. Peckham, vice-pres. of the co-operative farmers company and the National Board of Trade. The capital stock is \$25,000. Just what a bucket-shop and a co-operative eltr. company have in common that shud induce them to join in any enterprise does not appear. Do the hundreds of members of the co-operative company in the country approve of this alliance with the bucket-shop? Are they willing to furnish grain to gamble with?

Kansas City, Mo.—The Burlington has issued the following notice on elevation charges: No elevation will be paid on grain transferred at Kansas City unless billed to, or thru Mississippi river points to points north of the Ohio river. No elevation will be allowed on Rock Island

grain out of the Rock Island eltrs., Missouri Pacific grain out of the Missouri Pacific eltr. and Union Pacific grain out of the Union Pacific eltr. On other grain 1½¢ per 100 lbs. elevation allowance will be made, and paid to the party performing the service. Free transfer will be made thru the Burlington house at Harlem, but no allowance will be made on any grain transferred thru that house.

St. Louis, Mo.—Complaints of the persistent attempts to load out poor grades of contract wheat at the Union Eltr. led the directors of the Merchants Exchange to order an investigation into the quality and quantity of grain in store. Two days after the grain was run over by trustworthy inspectors while accountants went over the books. The facts as gathered by the grain committee were submitted to the directors at a meeting Feb. 2, but before declaring the eltr. irregular the committee contemplated holding a conference with the new Chief Grain Inspector, Einstman. Some of the No. 2 hard wheat in the house was found to be bin burnt. Nobody wanted it. Since the house contained 258,000 bus., declaring the plant irregular would have entailed heavy losses to the certificate holders, if not to the operators, the Union Grain Co. It is an extraordinary coincidence that on Feb. 3, the very day after the meeting of the directors, the eltr. and its contents should have been completely destroyed by fire.

ST. LOUIS LETTER.

Wheat receipts were 1,598,000 bus. during January, against 1,375,000 bus. the same month last year. As public and private stocks of wheat increased during January, 94,000 bus., the amount that was milled locally and shipped away, is indicated to have been 1,504,000 bus., against 1,382,000 during January, 1905, when total stocks decreased 7,000 bus.

The Wabash, with lines both east and west of the Mississippi, is now a potent factor in the rate situation, and, since establishing west side terminals here, has assumed an independent attitude in traffic matters generally, which may mean much for St. Louis. The grain interests in this instance will be materially benefited by the routing of Missouri river business for the sea board via St. Louis, with transit privileges.—W. H.

MONTANA.

Red Lodge, Mont.—Montana hay is so scarce that the ranchers are shipping in corn from Iowa bot at about 55c per bu.

NEBRASKA.

Ashland, Neb.—Raisback Bros. are building eltrs. at Ashland and Leshara.

Homer, Neb.—The eltr. for Ashford Bros. has been completed. Tom Murphy is mgr.

Merna, Neb.—The Farmers Grain & Supply Co. incorporated, \$25,000 capital stock.

Cortland, Neb.—The eltr. of the Kansas Grain Co. burned recently. The loss is said to be covered by insurance.

Beaver City, Neb.—Geo. E. Hotchkinn, of the Beaver City Mills, has asked the railroad for a site for a 15,000-bu. eltr.

Omaha, Neb.—One of the topics on the program of the meeting of the Millers Club Feb. 8, was "The Miller versus the Eltr."

Winnebago, Neb.—The McCaull-Webster Eltr. Co., of Minneapolis, Minn., is

building eltrs. at Winnebago, Lyons and Wann.

Richland, Neb.—The eltr. for the Wells-Hord Grain Co. has been about completed.

Liberty, Neb.—Mathews & Copeland have purchased the eltr. of the Jones Grain Co. Lew Vasey will have charge for the new owners.

Red Cloud, Neb.—John Delaney has resigned his position as mgr. of the eltr. for W. H. Ferguson and the house will be closed for a time.

Alvo, Neb.—F. L. Froley, who has been local agt. for the Evans Grain Co. for 4 years, has purchased the eltr. and has succeeded to the business.

Diller, Neb.—The Diller Farmers Grain Co. incorporated, \$10,000 capital stock. The company is co-operative and the stockholders are B. F. Blythe, F. W. Steffen, and others.

Byron, Neb.—The Byron Farmers Eltr. Co. incorporated, \$8,000 capital stock. Incorporators, Henry Kuhlman, K. P. Hereld, Wm. Gruuber, Wm. Fintel and Wm. Davidson.

Lincoln, Neb.—The Central Granaries Co. has appealed to the Supreme Court from the assessment imposed on grain in the eltr. at Lincoln, which grain is alleged to have been in transit and to have been already assessed in the country.

Lincoln, Neb.—The Supreme Court on Feb. 8 ordered the Nebraska Grain Dealers Ass'n dissolved. The Ass'n, under a previous order of court forbidding its officers to act as such, has for some time been practically non-existent.

Table Rock, Neb.—Gus. Allen has succeeded John Endelman as mgr. for the Hayes-Eames Eltr. Co., of Lincoln. Mr. Endelman has been promoted to the position of traveling auditor for the company, but will continue to reside at Table Rock.

Lincoln, Neb.—The Worrall Grain Co. has brot suit against Frank Johnson, Henry Hempel and Robert P. Cave for \$322 lost on a shipment of wheat from Havelock. Hempel bot the grain for Worrall on commission of $\frac{1}{4}$ c per bu. Johnson loaded 805 bus. and Cave loaded on top of this 329 bus. It is alleged the grain loaded in the bottom of the car was wet and hot.

OMAHA LETTER.

The Farmers Eltr., of McCook, has bought the coal yards of Sims & Newman.

The Central Granaries Co. has installed a steam plant in its eltr. at Mason City.

Arvid Anderson, superintendent of the new Crowell eltr. here, has moved with his family from Newman Grove to Omaha.

The Farmers Eltr. Co., of Wilsonville, is planning to erect a modern elevator to replace its "shovel house," which has proven profitable.

The eltrs. at Beatrice report that they are taxed to the utmost to handle the grain tendered them. Cars are also reported to be very scarce.

David Lamberg, of Valley, has taken a place with the Omaha Eltr. Co. at that point, expecting to be given a station on the Union Pacific branch shortly.

The Saronville Farmers Grain Co. has elected Adolph Aspegren pres., Robert Andrews vice-pres. and J. W. Israelson sec. and treas. A prosperous year is reported.

The business of the Omaha market is increasing steadily, and receipts of corn, especially, are so heavy, that it is believed that Omaha will regain her lost position as second primary corn market during February.

Former State Senator Brady declares that eltr. legislation will be one of the main issues at the coming session of the state legislature. "We are asking for no discrimination, but the independent companies want to be treated the same as the line companies are by the railroad," he says.

The Farmers Eltr. Co., of Blue Springs, at its annual meeting, elected the following officers: S. A. Smith, pres.; E. E. Chamberlain, vice-pres.; William Craig, sec.; J. D. Schock, treas. No dividend was declared because of the building of a new eltr.

At the annual meeting of the Clay County Grain Co., held at Fairfield, it was shown that the company bought a total of 512,000 bus. of grain of all kinds, paying the sum of \$256,012 therefor during the year 1905. D. M. Nettleson was elected pres. and William Wakelin and George F. Watts directors.

The cash market has been in a rather unquiet condition since the last report. About ten days ago it slumped 2 cents in some grains, causing flour to go off ten cents a barrel. It has now recovered firmness, but prices continue to fluctuate. Cash wheat is in good demand, especially in the southwest, where it goes for milling purposes. Some sales made a little over a week ago were as good as when wheat was 5 cents higher. Illinois and Iowa are also taking wheat.—C. D.

NEW ENGLAND.

Slocum, R. I.—A. B. Gardner contemplates building a mill and grain storehouse.

South Acton, Mass.—J. Cushing & Co., of Fitchburg, have purchased the grain business of F. J. Hastings & Co.

Quincy, Mass.—The South Shore Grain Co. incorporated, \$50,000 capital stock, to deal in grain. Incorporators, Fred D. Hough, Wm. S. Hardwick and John R. Nelson.

Boston, Mass.—The Bragdon-Jones Co., incorporated, \$50,000 capital stock, to deal in cereals, flour, etc. The officers of the company are: Wm. E. Jones, Jr., pres.; F. H. Bragdon, treas.

Boston, Mass.—The following officers were elected at the annual election of the Chamber of Commerce: John F. Crocker, pres.; Frank A. Noyes, first vice-pres.; Geo. S. Wright, second vice-pres. Directors for 3 years: F. F. Smith, Chas. N. Rogers, Robert H. Gross and A. J. Bartlett.

NEW YORK.

Buffalo, N. Y.—The customs inspectors have decided against Wm. D. Jones, who entered a quantity of hay as "crude hay for packing" free of duty, and assessed the regular duty of \$4 per ton.

Schenectady, N. Y.—The grain eltr. and feed mill of Close Bros. burned Jan. 26. Loss about \$75,000; partly covered by insurance. The fire started in the engine room and the engineer of the plant lost his life in the flames.

Buffalo, N. Y.—Junius S. Smith, lake weighmaster of the Chamber of Commerce, reports the average shortage in wheat during the last season of navigation to have been 9 pounds per 1,000 bus.

out of the 77,201,524 bus. of grain unloaded under his supervision. Goodale & Co. weighed 40,198,802 bus. and report a shortage of 9-10 pounds per 1,000 bus.

New York, N. Y.—The committee appointed last year by the Produce Exchange has made a report recommending that the management of the real estate be placed in the hands of an experienced and expert agent; that an extra floor be put in the building for office purposes; that should the exchange retain the management of its own real estate there should be sweeping reforms in the personnel and system of management; that the exchange should establish a rate of compensation for competent employees which should be the market rates; that a competent firm of accountants should examine the system and forms of bookkeeping; that the office and statistical staffs should be reorganized, salaries adjusted, and no more employed than enough to do the necessary work in proper business hours. Also that the entire question of information and statistics at present gathered should be carefully examined as to whether it is all needed, and whether expense pertaining to it can be reduced.

BUFFALO LETTER.

The new frame of the addition of the Chamber of Commerce building is up five and six stories now and the time lost by a weak party wall that had to be rebuilt is at least partly made up.

Car grain is coming at a good rate still, but it is not nearly so heavy as it was last month. It appears that the eastern demand for grain is not so heavy as it was. The poor grain inspectors are taking a long breath.

Though there has been a steady unloading of winter cargoes from the time they were laid up, it is going to be no easy matter to get 4,000,000 bus. of wheat and 2,000,000 bus. of flaxseed unloaded by April 15, when winter storage expires.

It is expected that the Corn Exchange will soon take charge of the 'Change room, though its plans for management have not been made known yet. The members merely say that it will all be satisfactory, which nobody seems to have any doubt about.

Grain and vessel men are afraid that there will be a blockade here in the spring, for there will be quite an amount of grain in eltr. at the opening of navigation and the prospect is of two big fleets in, one from Chicago and one from Duluth. Sometimes they both come in at the same time.

Very little is doing here in wheat, as the spring-wheat millers will need none till spring, and the winter-wheat millers are getting what they want from the state farmers. The prices have been lower of late than formerly, so that state millers have not been anxious to buy and the going has been very bad for team deliveries.

Never has the weather been so favorable to building enterprises as this winter to the beginning of February, though a complete turn about has now taken place. The American Malting Co. and the Ontario Eltr. Co. have been able to run a full quota of workmen right along and the new structures are well under way.

Wheat, especially spring, is going east out of the eltr. at a rapid rate, but dealers explain that it is not changing hands. Owners are merely moving it a station further east or are filling old orders. The amount is about 750,000 bus. a week and there is no idea that so much has been sold out of store here in a long time.

The Buffalo grain dealers will hold their fourth annual banquet Feb. 10. The attendance is generally large and a fine time is the rule. The rule used to be "no frills," but it is understood that there is to be a toast list this time. The committee of arrangements is composed of George H. Gisel, chairman; O. A. Bruso and J. D. Shanahan.

Some of the members of the milling trade who have not taken memberships in the Corn Exchange held a meeting lately and made a proposition to come in at a reduced rate membership and there is quite a possibility of modifying the rules so that the entire interest can come in and so create no division. This would please the majority of the members, at least, and it is hoped that it will be done.

Chief Grain Inspector Shanahan of the Chamber of Commerce does not forget to repeat to the Buffalo grain trade what he told the Indiana corn raisers after looking over the roofless cribs in that section about the time of the Indianapolis grain dealers meeting. He found that the farmers managed to sell wet corn, as there seems to be much competition among the buyers. Such corn will not grade high here. There has been altogether too much No. 4 corn here this winter.

The canal boatmen are feeling very hopeful of the coming season. They made a good profit last season all round and if there is anything like the business that now promises there will be liberal profits again. It is reported that a fleet of 35 boats will be built this winter, but canal men say that there will not be over a dozen grain boats in the list. Quite an amount of grain has been offered for canal shipment, most of it oats, but there are only a few boats at this end of the line. They prefer to remain in New York for winter business.—J. C.

NORTH DAKOTA.

Arnold, N. D.—The Soo Line will build an eltr.

Overly, N. D.—The Farmers Eltr. Co. will build a large eltr.

Lisbon, N. D.—The farmers are organizing an eltr. company. T. N. Oium is interested.

Park River, N. D.—Angus White has succeeded R. M. Johnston as agt. of the Imperial Eltr. Co.

Bartlett, N. D.—The 40,000-bu. eltr. for the Grain Producers Eltr. Co., of Lakota, has been completed.

Carpio, N. D.—The Farmers Eltr. Co. has been organized with \$10,000 capital, and will build an eltr.

Maddock, N. D.—The Russell-Miller Milling Co., of Valley City, has secured a site and contemplates building an eltr.

Williston, N. D.—Wegley Bros., flour and feed dealers, have leased the local eltr. of the Twin City Eltr. Co. and taken possession.

Lankin, N. D.—The Lankin Farmers Eltr. Co. incorporated, \$50,000 capital stock. Incorporators, John Liddle, Edmund Wambeau, Even Hassell and others.

Langdon, N. D.—Work has been commenced on the rebuilding of the eltr. of the Northwestern Eltr. Co., which burned recently. It will be the same size as the burned house and is expected to be completed by March 1.

Drake, N. D.—The 30,000-bu. eltrs. for C. G. Ireys, of Fessenden, and Mr. Stiehm have been completed and are now in operation. The Stiehm Eltr. is equipped with

100-bu. hopper scale and cleaner, 6-h. p. engine and Fairbanks scale.

Sanborn, N. D.—The Farmers Eltr. Co. has been organized and steps have been taken to secure a site for an eltr. The officers of the company are: C. H. Potter, pres.; M. Jacobs, vice-pres.; J. V. Thompson, secy.; Ferdinand Noecker, treas.

OHIO.

Enon, O.—The firm of Brooks & Dunkel has been dissolved and is succeeded by Brooks & Collier.

Cincinnati, O.—The Standard Grain Co. has been organized by Henry Heile, Jr., Wm. Weber and Chas. Karlin.

Hicksville, O.—R. A. Trumbull, of Columbia City, Ind., is now foreman of the eltr. of the Reed-Bear Grain Co.

Hamilton, O.—The Carr Milling Co. contemplates building a concrete eltr. during the coming spring and summer.

Read decision against owner of property in which bucket-shop is conducted, in "Supreme Decisions" column, page 180.

Belmore, O.—Samuel Deckrosh, formerly at Rudolph, has leased the eltr. of the United Grain Co. and engaged in the grain business here.

Ada, O.—The Stemple Bros. Co. has purchased the eltr. of Brewer Bros. & Co., who will, however, still operate their mill at Ada and their eltr. at North Washington.

Canton, O.—The Canton Hay & Grain Co. incorporated, \$10,000 capital stock. Incorporators, Chas. H. Latham, J. R. Bodine, R. A. Van Nostrus, Murry Beard and C. E. Yohe.

Cincinnati, O.—The grain inspection committee of the Chamber of Commerce recently recommended that the official weight of new corn be reduced from 70 to 68 pounds.

Versailles, O.—The eltr. of Gebhart & Hile burned Feb. 2 with its full capacity of corn and oats and the coal bins attached to the eltr. Loss, on building alone, \$4,500.

Washington, O.—The running of a corn special train was warmly advocated at the recent farmers institute, with a view to the improvement of seed and better cultivation.

Schumm, O.—The eltr. of the Rockford Milling Co. burned Jan. 24 with 7,000 bus. of corn, oats and wheat. Loss about \$8,500; insurance, \$7,000. It is that that the eltr. will be rebuilt.

Cincinnati, O.—John V. Metzger has purchased the interests of Geo. Richter, A. C. Durdy, W. H. and G. F. Barrett and A. B. Smith in the Metzger-Hill Co. and the firm will be reorganized.

Cleveland, O.—Wm. H. Farthman, who retired from active participation in the grain trade 5 years ago, died recently from heart disease, aged 55 years. Mr. Farthman was formerly interested in the City Eltr. Co.

Xenia, O.—Old wheat is almost entirely out of farmers' hands; corn is also almost gone. The prices were such that the farmers let go of their corn and wheat. No oats offered at all. I handled 35 cars of corn from Nov. 1 to Jan. 1.—Ben Belden.

Sherwood, O.—The Reed-Bear Grain Co., of Hicksville, has purchased the eltr. of Harry L. Frese, who is not now engaged in the grain business. The new owners will rebuild the house and make it more modern and the business will be

managed from the Hicksville office by Earl C. Bear.

Hamilton, O.—Wm. Vinnedge is buying wheat for Cincinnati receivers. He goes out into the country and contracts grain; then has farmers load it into cars wherever he can get one on a siding. He is a disturber of the worst kind, and unworthy the support or patronage of any receiver.

Defiance, O.—The Farmers Grain Co. incorporated, \$20,000 capital stock. Incorporators, Lewis C. and Ella Rohrig, John D. Spangler and others. Mr. Spangler is mgr. The new company has bot out and succeeded Chas. T. Pierce. After a well earned rest Mr. Pierce will again engage in the grain business.

Cincinnati, O.—Officials of the Chamber of Commerce held a conference recently with railroad officials to urge the granting of transit privileges on grain thru Cincinnati. The Big Four is favorable, and a meeting of other lines will be held soon to consider the establishment of a uniform rule and general bureau.

Toledo, O.—Two red here will be modified in July. This crop year two red here requires 58½ pounds in weight. Commencing with July, only 58 pounds will be required to correspond with other markets and what Ohio millers have been taking this season for two red. This is only a slight modification. It will apply to all July contracts.—C. A. King & Co.

Columbus, O.—The Citizens Bank at Mt. Sterling has shown up an old agreement by which Clem H. Tingley turned over his interest in the eltrs of Tingley Bros. at Pleasant Corners, Cook's Station and Era, to satisfy claims of the bank. Atty. Fred C. Rector, as receiver for the firm had just applied to the court for permission to sell the grain in the houses.

Toledo, O.—Julius J. Coon, who had his left leg amputated Jan. 15, died on the morning of Feb. 8. Mr. Coon was interested in the East Side Iron Eltr. Co. and until recently held a half interest in the Royce & Coon Grain Co., operating a line of country eltrs. He was born in New York in 1841 and came to Toledo in 1871, later entering the commission business. He became a member of the Produce Exchange in 1880, and for many years served as a director and as chairman of the grain inspection committee. The Produce Exchange adopted resolutions of sympathy with the family and attended the funeral.

OKLAHOMA

Beaver, Okla.—W. F. Bort, of Wichita, will build an eltr.

Oklahoma City, Okla.—Grain men of the territory held a meeting Feb. 2.

Edmond, Okla.—Nate Drummond, a local scoop shoveler, has disappeared.

Glencoe, Okla.—Samuel Plummer has succeeded Babcock Bros. & Cheatham.

El Reno, Okla.—The Canadian Mill & Eltr. Co. has reduced its capital stock from \$200,000 to \$100,000.

Billings, Okla.—Pearson & Heighton have purchased the eltrs. of O. W. Hutchinson at Billings, Hunter and Enid.

Stillwater, Okla.—Perry Cheatham has purchased the Stillwater interests of Babcock Bros. in the firm of Babcock Bros. & Cheatham.

Ingersoll, Okla.—The Ingersoll Mill & Eltr. Co. incorporated, \$40,000 capital stock. Incorporators, J. C., C. M. and E. A. Wines.

Mountain View, Okla.—A scalping business is attempted at this station by the Ocheltree Grain Co. to the annoyance of regular dealers.

Coldwater, Okla.—The Coldwater Eltr. Co. incorporated, \$10,000 capital stock. Incorporators, Chas. L. Leicht, A. F. Newman and R. O. Childers.

Guymon, Okla.—W. F. Bort, of Wichita, will build an eltr. here. He is one of the promoters of the Guthrie, Fairview & Western Ry., which is expected to run thru from Kingfisher to Woodward, Beaver, Guymon, Mineral and thru to Colorado. Mr. Bort intends building a line of eltrs. along this railroad, on which work is to be commenced as soon as spring opens and is to be completed to Guymon during the coming summer.

OREGON.

Portland, Ore.—Hop growers are agitating the passage of a law providing for the inspection of hops by the state.

Portland, Ore.—With regard to the proposed common point rates on wheat from the wheat field of eastern Washington to Portland and the Sound, Peter Kerr of Kerr, Gifford & Co. says: "If the new rates go into effect," said Peter Kerr yesterday, "we shall be compelled to do our business at Tacoma, as we can get cheaper ocean freights there. In fact, the change would help our business, as we would then be able to consolidate our business at one port." W. D. Wheelwright chairman of the navigation committee of the Portland Chamber of Commerce, says: "A joint rate to Tacoma, Seattle and Portland would naturally mean that wheat would go to those points rather than come here, provided the differential against Portland of 1s 3d continues. It is, of course, of interest to the community and especially to wheat shippers who can hardly want to abandon business in Portland and move to the Sound to do away with the differential. It must also be of interest to the O. R. & N. Company to bring wheat here over its own lines, and it is hoped all interests working together may succeed in having the Puget Sound ports and Portland on the same basis as regards ocean freight."

PENNSYLVANIA.

Philadelphia, Pa.—The warehouses of Robert Greenwood, grain and feed merchant, burned recently. Loss, \$70,000; fully insured.

Harrisburg, Pa.—The Harrisburg Millers Ass'n and the Pennsylvania Millers Ass'n have combined their efforts to repeal the laws requiring all feeds to be tagged, with analysis.

PHILADELPHIA LETTER.

Feed is in light receipts, and with improving inquiry for all desirable stock. Prices rule firm at \$20@20.50 for winter bran in bulk, per ton, and spring bran in sacks, as to size per ton.

The wheat market is keeping about steady at 84½@85 cents for No. 2 contract red and spot car lots in export eltr. Milling demand rules fairly satisfactory, while exporters are somewhat indifferent.

Treasurer S. C. Woolman, of the Commercial Exchange, left on Thursday for New York where he sailed with his wife, son and daughter on the Steamship Arabia for an extended Mediterranean tour.

Oats of the choicest quality are firmly held. Export trade is quite active, while local business is a trifle quiet at present. Prices range from 35@36½ cents per bu.,

according to condition and grade, from No. 2 mixed to No. 2 white clipped.

Corn is keeping quite firm under an advancing tendency. Offerings are moderate; export demand good, but local trade light, as nearby crops are liberal. The option market on No. 2 mixed for Feb., March and April was quoted at 48¼@48½ cents; car lots, new corn on spot in export eltr., ranged from 43½@48½ cents, according to grade.

After a hotly contested election Jas. L. King and Wm. J. Koch were chosen pres. and vice-pres., the latter by a scratch, and Samuel C. Woolman, treas., without any opposition by the members of the Commercial Exchange. The new directors are John Felin, Jas. Hancock, E. H. Price and Wm. Richardson. Pres. King has appointed all the regular standing committees, subject to the approval of the incoming board of directors.

The export grain trade from Philadelphia for Jan. has beaten all records for the past 10 years, it having reached more than 5,000,000 bus. of wheat, corn, oats and rye, a wonderful reaction in trade after 5 years of falling off in shipment. Thirteen steamers have recently sailed for foreign ports with cargoes including 1,744,335 bus. of grain and 15 additional vessels are loading cargoes of grain, aggregating 2,840,000 bus., and orders are still coming in. Good crops, good prices and good foreign demand are the watchwords among exporters and shippers here.—S. R. E.

PITTSBURG LETTER.

The stimulated demand for mill feed reported 2 weeks ago has held its own, and prices are fairly steady, with No. 1 white middlings commanding \$21 to \$21.50, and coarse winter wheat bran holding at \$19.50 to \$20.

A week ago the rye market was so dull it was found necessary to reduce quotations. Since then there has been a slight improvement in demand, and, while quotations have not returned to the level occupied 2 weeks ago, there is more animation.

Dullness of the straw situation is even more pronounced. Price is not much of a factor at present. Buyers are not after straw, and low grades are positively unsalable, the little that is moving being of the better quality. Consignments coming forward now are almost sure to be disappointing.

Beware of machine husked corn. Trouble has come out of it in this market, as it is reported as turning soft too quickly on account of not being properly cleaned. Ear corn has been getting some set-backs lately and prices are no more than holding their own. Receipts are fully up to request, demand being only for sound yellow. Mixed and high mixed are in disfavor at present, and are very difficult to place at satisfactory prices.

Receipts of hay for the past week were light, and strictly No. 1 timothy is in demand. A few cars of low grade hay have been moved, but they are not wanted, and shippers are advised to let them alone. Only 1 car in 10 grades really No. 1 as received here. No. 1 clover mixed of good color is wanted, but straight clover is in too heavy supply. Prairie hay in this market is dull, with prices weak, and stocks in buyers' hands very heavy.

Oats are not doing well. Demand has been very slow for some weeks, and it has taken grain determination on the part of local dealers to hold prices at the pres-

ent range, and they are hanging to the ragged edge. Request is much below the average for this season of the year. Retailers say business is unusually light. It was hoped that cold weather would increase the wants of consumers, but cold weather has come without the oat business.

The better grading of shelled corn remarked upon 2 weeks ago is still true; 17 out of 22 cars recently received being No. 3 or better. This helps the situation, restores confidence and makes the buyer less nervous and readier to purchase. Prices are slightly improved, and the market is about clean of any surplus. Receipts are moderate and this helps to keep the situation in a healthy condition. Request has steadied to a regular demand, which is much the easier and most satisfactory kind to handle.—C. H.

SOUTH DAKOTA.

Earling, S. D.—S. W. Whyte will build a 30,000-bu. eltr.

Avon, S. D.—F. L. Smith has made application for an eltr. site.

Chamberlain, S. D.—Jas. W. Sanford will build a 30,000-bu. eltr.

Armour, S. D.—Wait & Dana have let the contract for the erection of an eltr. at Stickney.

Eureka, S. D.—Gottlieb Meidinger has purchased for \$675 the grain warehouse of Chris Zimmerman at Venturia.

Fedora, S. D.—Fox & Peterson have petitioned the Railroad Commission to secure them an eltr. site here on the C., M. & St. P. Ry. The commissioners have fixed Feb. 21 as the date for a hearing on the application.

Sioux Falls, S. D.—D. C. Ricker, warehouse and scale inspector of South Dakota, as requested by the Railroad & Warehouse Commission at its December meeting, made a report recently on the violation of the law by grain buyers taking an excess over the legal weight per bu. Mr. Ricker found it was the general practice of grain buyers to take 33 pounds per bu. for oats, and 50 pounds per bu. for barley, the buyers contending that the number of pounds thus taken over and above the legal weights per bushel is the amount of dirt in the grain. Inspector Ricker called attention to the laws of South Dakota, which fix oats at 32 pounds per bu. and barley at 48 and states that the practice of the buyers therefore is illegal. Under the law the practice of the warehouse men in taking more pounds per bu. than is permitted by law is a misdemeanor, and the railroad commissioners announce it as their purpose to in future enforce the law to the letter, by requiring warehousemen to take only 32 pounds per bu. for oats and 48 pounds per bu. for barley.

Sioux Falls, S. D.—At the regular monthly meeting of the South Dakota Railroad Commission Jan. 28 it was found that more complaints than ever before had been made of failure of the railroads to supply cars. Among the complaints was one from the Tri-State Grain Dealers Ass'n, that the roads were purposely withholding cars from the eltr. operators in South Dakota. The commissioners thereupon visited St. Paul and Minneapolis to investigate. Officials of the Chicago, Milwaukee & St. Paul Railroad informed the commissioners that their company early in the shipping season had entered into a contract for the hauling of between 2,000,000 and 3,000,000 bus. of corn from Kansas City eastward, the

shipments being destined to points on the Atlantic coast. The Pennsylvania railroad was interested with the Milwaukee company in this heavy shipment and expected to furnish the greater part of the necessary cars, but at the last moment was unable to do so, compelling the Milwaukee company to divert an aggregate of about 3,000 cars from other divisions of the road. The Milwaukee company has now completed this big contract, and when the several thousand cars required for the shipments are returned they will be equitably distributed among points where eltrs. are filled and there is a congestion of grain. About 700 of these cars will be sent at once to points in South Dakota.

SOUTHEAST.

Birmingham, Ala.—F. G. Sheppard contemplates building a large grain eltr.

Gulfport, Miss.—The Gulfport Grain & Eltr. Co. incorporated, \$50,000 capital stock. Incorporators, J. F. Stuard, H. W. Foote, D. L. Mohler and J. A. Richardson.

TENNESSEE.

Loudon, Tenn.—M. R. Goans has purchased the interest of J. F. Horne in the grain firm of Horne & Goans and also his interest in the milling business.

Memphis, Tenn.—W. D. Moon and Ike A. Chase have been appointed on the grain quotation committee of the Merchants Exchange for the month of Feb.

Memphis, Tenn.—E. R. & D. C. Kolp, of Ft. Worth, Tex., have opened a branch office here, with Chas. F. Kolp, formerly of Dunaway & Kolp, Ft. Worth, in charge.

Clarksville, Tenn.—The insurance on the plant of the Dunlop Milling Co., which burned Jan. 15, has been adjusted and plans are now being made for the rebuilding. The capacity of the mill will be doubled.

Memphis, Tenn.—The Stephenson Grain Co. incorporated, \$10,000 capital stock, to do a general grain and eltr. business. Incorporators, J. J. Stephenson, A. B. White, G. B. Franklin, M. S. McGehee and H. J. Livingston.

Franklin, Tenn.—An attempt was made Feb. 1 to burn the eltr. and warehouse of the Lillie Mill Co., but the fire was discovered and put out before much damage was done. The building was burning in 3 different places and this is the second attempt to burn it.

Nashville, Tenn.—It has been officially announced that the thru rates on grain and grain products from the northwest, Mississippi and Ohio river points to the southeast, which have heretofore applied over other roads, will hereafter apply to the Illinois Central and Southern Rys.

Clarksville, Tenn.—The intense heat radiating from the burning buildings of the Dunlop Mills set fire to the wheat in one of the steel storage tanks. The wheat smoldered for a week, until the contents of several extinguishers was poured into the tank. The damage to the 30,000 bus. in the tank is unknown.

NASHVILLE LETTER.

J. R. Hale & Sons of Murfreesboro, who have had in the course of erection for some months a new eltr. in this city, have nearly completed their work, and have opened for business.

Business among the grain dealers here is only fair at present. The car facilities

still continue to be very bad, and dealers assert that they are way behind on their orders on account of this. There seem to be plenty of cars with which to bring stuff in, but there are none to carry it out. All of the eltrs. are stocked up with grain here, and the sidings are blocked with cars also full. The demand is good enough to clean out much of this, if the cars could only be obtained.

Oats are strong at present and several recent advances have been noted. Corn is in good demand in the Southeast, accounted for mainly because of the present strong tendency. It seems as if the buyers in that section will only purchase on a rising market. Another big sensation has been sprung here in grain circles. The announcement is made through Secy. McKay of the Retail Merchants' Ass'n that several big Chicago dealers are contemplating the location of a large eltr. here. So far have the plans progressed, it is stated, that a site on the bank of the Cumberland river has been selected.

Dealers are looking for an all round prosperous season this year. There is said to be plenty of money in the Southeast and the buyers are turning it loose freely. Live stock is on the boom also and this is helping the grain trade in that section. Hay is in fine demand, but the shortage of cars is also a drawback in this line. It is estimated that there is more hay in the country this season than in any previous year, the only trouble being that it cannot be gotten out. It is feared that the railroads will soon begin bringing in big loads of hay and will flood the market, causing a big drop in the present steady market.

Fourth Vice Pres. W. J. Harahan, of the Illinois Central, was in Nashville this week, and was asked concerning the reported big grain eltr. his road was to build here. He announced that the statement was true and that work would begin in a short time on an eltr. with a capacity of a million bus. The cost is given as close to \$500,000. There are three sites under consideration, all on the belt line of the Nashville Terminal Co., which has charge of the terminal facilities of the Illinois Central and the Southern. Just as soon as one of these has been decided upon, the work of construction will be begun. This is the first official confirmation of the statement that the eltr. would be built.—R. N. C.

TEXAS.

Fort Worth, Tex.—Macaroni wheat for seed will be carried free by the Rock Island on its El Paso division south of Pratt, Kan.

Wichita Falls, Tex.—The Hardin Grain & Eltr. Co. will receive bids until Feb. 15 for the erection of a 30,000-bu. cribbed eltr., at Wichita Falls, to be completed by June 1.

Pecos, Tex.—The Pecos Grain & Eltr. Co. incorporated, \$10,000 capital stock. Incorporators, J. G. Vevey, I. J. Austin, G. C. Rochell, L. Keys, and J. R. Browning, all of Rockwell.

Ft. Worth, Tex.—J. A. Comer has taken charge of the cotton seed product department of E. R. & D. C. Kolp. Mr. Comer was formerly mgr. of the firm of M. Sansom & Co., of Kansas City.

Greenville, Tex.—The plant of the H. T. Weathers Grain Co. burned Jan. 20, with 40,000 bus. of oats, 20,000 bus. of corn and a quantity of other grain. Loss between \$30,000 and \$35,000; fully covered by insurance.

Beaumont, Tex.—The Houk Grain Co. incorporated, \$10,000 capital stock. Incorporators, L. W. Houk and E. P. McClure. The South Texas Rice Co. incorporated, \$10,000 capital stock. Incorporators, M. A. Fleming, of Beaumont, D. A. Gregg, of Jewett, and W. J. Gregg, of Nome.

Galveston, Tex.—Grain exports from Galveston during Jan. amounted to 243,443 bus. of wheat, 2,864,647 bus. of corn and 40,000 bus. of barley; compared with 1,739,492 bus. of corn, but no wheat or barley, for Jan., 1905. Exports since Sept. 1 and prior to Feb. 1 have been 2,838,323 bus. of wheat, 7,498,080 bus. of corn and 120,000 bus. of barley; compared with 32,000 bus. of wheat and 2,359,737 bus. of corn, but no barley, for the same period of 1904-5, as reported by C. McD. Robinson, chief inspector of the Galveston Board of Trade.

TEXAS LETTER.

Port Lavaca.—The Indianola Rice & Irrigation Co. has been chartered with a capital of \$30,000.

Dallas.—The Powhatton Milling Co. has been chartered at this point with a capital of \$20,000 and will erect a plant in this city.

There is a stiff demand for all classes of grain, all of which is being imported from other states at this time. The dealers say that they have all they can handle in the way of orders for grain but the supply is very short and railroads are badly behind in getting out the shipments. Wheat is not moving as freely as formerly as the mills have a flour war on and are buying little wheat. There will not be much in this line until the Texas crop comes on.—J. S. W.

WASHINGTON.

Portland, Wash.—The Portland Flouring Mills Co. has acquired the plant of the Centennial Mill Co.

Seattle, Wash.—Downing, Hopkins & Byer incorporated, \$10,000 capital stock, to do a grain and stock brokerage business. Incorporators, E. O. Downing, F. H. Hopkins and W. A. Byer.

Ritzville, Wash.—O. E. Miller, a wheat buyer of Washtucna, lost his suit against H. D. May, a farmer, with whom he had contracted to buy 2,500 sacks of wheat at 62½c per bu.

Riverside, Wash.—The Pacific Coast Eltr. Co. has been asked to build an eltr. here to handle grain in bulk, the farmers agreeing to build bins and granaries and secure wagons to haul bulk grain.

Spokane, Wash.—The Eastern Washington Grain & Fuel Co. has elected the following officers for the ensuing year: Robert E. Cavette, pres.; R. S. Butterfield, vice-pres.; E. P. Huber, secy. and treas.

Creston, Wash.—The old warehouse of the Tacoma Grain Co., which has been used for storage by the Columbia Milling Co., collapsed Jan. 16 with 8 or 10 carloads of grain, which was slightly damaged. The collapse was caused by the weight of the wet snow on the roof.

Malaga, Wash.—The grain warehouse of J. I. Keene at Columbia River collapsed Jan. 28 from the weight of the wheat stored in the building. A small amount of wheat was lost by the sacks being broken in the fall, but the loss outside of the wrecking of the warehouse is slight.

WASHINGTON LETTER.

Mount Vernon.—The Mt. Vernon Milling Co., a newly incorporated firm, has just begun the erection of a new feed mill, 50x80 ft., and 2 stories high. The incorporators are E. M. Carlson and E. S. Phipps.

Portland.—There is an increasing demand for buckwheat in this territory. Some years ago there were a number of farmers who had patches of buckwheat, but overproduction sent the price down to such a figure that it was no longer profitable to raise it. At this time Portland millers must secure practically all of their buckwheat from New York producers.

Olympia.—In accordance with an opinion just received from the attorney general's office, the state board of control will in future not limit the sale of jute bags manufactured at the state penitentiary to use in the state of Washington. He has decided that altho the statute declares that grain bags shall be sold by the state only to actual consumers who are residents of the state of Washington. A resident of this state can buy bags and use them in Oregon or any other state.—M. C. E.

WISCONSIN.

Washburn, Wis.—The steamer Aurania recently loaded 241,000 bus. of oats and barley at the eltr. It was necessary to saw the ice about the boat.

Cameron, Wis.—The Farmers Store & Grain Co. has decided to wind up its business. The concern paid a dividend the first two years, but of late has run behind.

Kaukauna, Wis.—A. L. Wirtz is building an addition to his eltr., in which he will install an electric motor and feed mill. The mill will have capacity for 2 tons per hour.

Milwaukee, Wis.—The Manitowoc office of the Northern Grain Co. is being removed to Milwaukee to afford the company the advantages of direct buying, the business heretofore having been done thru brokers. R. A. Ritchie, who has had charge of the office at Manitowoc will remain in charge and several of the employees will also be retained. The eltrs. at Manitowoc will be under the control of the Milwaukee office.

Superior, Wis.—The Globe Eltr. Co. filed suit at Madison Feb. 5 against Homer Andrew, J. D. Shanahan and M. F. Swanston, as individuals, and the Northern Pacific and Great Northern Railroads, for an order of court restraining the Wisconsin Grain & Warehouse Commission from in any way interfering with the operation of the eltr., movement of cars or inspection of grain. The case is to be argued Mar. 1. By running his eltrs. private to get around the Wisconsin law A. D. Thomson has had to give chattel mortgages on 526,000 bus. of grain in store, since private eltrs. cannot issue warehouse certificates. A. D. Thomson has yielded to the demand of one of the Superior grain firms that a car of Wisconsin inspected wheat be received into store. The inspection fees are being paid weekly.

MILWAUKEE LETTER.

The corn market here will derive considerable benefit in the near future from the operation of a meal mill, which is being erected in connection with one of the largest flour mills of the city. As sound, dry samples, particularly those from

northern Illinois, command a small premium here during the greater part of the season, every addition to the local demand will tend to stiffen prices.

Altho it is usual at this season of the year for various amendments to the rules to be proposed covering changes desired by different interests represented in the directorate of the Chamber of Commerce, there appears to be an absolute lack of anything of the kind at the present time. Apparently everybody is satisfied with the systems and rules now in force, which is more than can be said of most other markets.

Testimony taken in the Government rebate case against certain private car-line interests here has brought out some interesting facts, including the admission that a considerable sum has been paid by the railroad companies as "commissions." Proceedings were instigated by one refrigerator company, which apparently hopes to benefit at the expense of the other. Further disclosures are being awaited with much interest and the net result of the trial is likely to be of considerable benefit to shippers in this state as well as elsewhere.

The business of the heavy shipping season, which is now practically over, has been more in the nature of a "sample" trade, probably, than at any time heretofore, and receivers have been kept extremely busy making quotations to country dealers on samples sent by mail. In spite of this, however, it is generally felt that shippers do not make as free and effective use of these little scouts as they would find it to their benefit to do. Now that the dull time of the year is upon us, there is more reason than ever for keeping fully and frequently posted by this means.

Advances made to country dealers this season by Milwaukee commission merchants have been very heavy, but without a corresponding increase in business. In fact, while receipts have been large, owing to the large quantity of coarse grain moving this way, the bulk of the offerings have come from shippers who keep their funds constantly turning and only require the payment of drafts made

at the time the cars come forward. Those who require large accommodations have in many cases been the ones to hold their grain the longest, or, in fact, to divert it elsewhere when they were ready to dispose of it. The inferences to be drawn are too obvious to require comment.

While the so-called "Hepburn Bill" is unsatisfactory to many of the friends of Interstate Commerce legislation, inasmuch as it contains no provision bearing directly upon discriminations between different localities and different classes of freight, no attempt will be made to amend it in the House, as was originally intended. It is felt that the shipping interests will do well to get all they can at this session of Congress, without endangering the main issue by entering upon debatable ground, and the remaining points can then be taken up and disposed of later. The provision contained in the pending bill which authorizes the Commission to fix maximum rates can, if properly used by that body, be made to cover all of the most flagrant discriminations, no matter what their nature may be.

Millers find that present receipts of wheat are inadequate for their needs and complain of the inability of this market, as shown by offerings for some time past, to draw its fair share of the northwestern crop. Receivers, however, point out that this is largely due to the attitude of the millers themselves, who have gone shopping about from one place to another endeavoring to obtain round lots at a fraction less than the price at which they could obtain the same quality on this Board. The same truth applies with equal force to other commodities and other classes of buyers, but there is such a vast quantity of coarse grain in the territory immediately tributary to Milwaukee that no lack is commonly felt in the supply of such. It should be borne in mind by buyers, however, that more than one promising market has been gradually "killed" by the very practice complained of in respect to Milwaukee millers, and if Milwaukee is losing valuable trade, this ought to be a warning to other terminals similarly situated which are in danger of being completely overshadowed by larger markets in their vicinity.—C. T.



A Shining Mark.—Superior Telegram.

Baltimore as a Terminal.

BY HARRY W. KRESS.

Having completed my study of inspection and conditions at Toledo, I came to Baltimore to see how they handle corn. Country shippers being always interested in terminal inspection and weights, I suppose accounts partly for my being here. Baltimore being one of the largest export ports occupies a prominent position as a terminal.

The grain merchants here are all hustlers and out for business, but at the same time they have not overlooked the importance of protecting the shippers' interest. The skepticism of country shippers in the majority of cases prevailing against a terminal is uncalled for. A market of prominence such as Baltimore could ill afford to tamper with grades and weights. If the shipper will stop to consider for a moment he will readily realize that receivers could not retain a reputation for square dealing very long if they were to be loose in their methods. Merchants here have labored for years to build up a reputation for honesty and integrity. To be willing now to sacrifice that which they have worked a lifetime to build up would be inconsistent with good business principles.

Mr. Chas. McDonald, Chief Inspector, has been connected with the grain business for almost thirty years, and is only too glad to have country shippers come to Baltimore to see gradings for themselves. Corn which has been arriving in Baltimore the past month has been grading contract in the majority of cases. While on the track I saw only one car of rejected or no-grade corn, but it was enough to convince me that it is possible for corn to sprout while in transit, and become a beautiful grass-plot. I have always been aware of the ability of the railroads to furnish leaky cars, but to force a country shipper to contribute picturesque scenery in a freight car is beyond belief.

Taking the position of Baltimore, we can realize that it would ill become its receivers to do an injustice to shippers. What advantage would it be for them to be careless in the handling of the country

shippers' interest? The man at the terminal is worried a great deal when the shipper is complaining of short weights and severe inspections. If the country shipper has short weights, does he stop to consider the equipments furnished by the railroads and the rough way his stuff is handled in transit? When disappointed on grades, does he stop to reason whether he bought the grain from the farmer subject to Baltimore inspection rules? How many of us, if we be shippers to Baltimore, care or know anything about their rules on grades. The fact is that we bank on our own judgment. Reverse this order of things and conditions will be pleasanter.

If some of my fellow shippers could see the drying facilities now installed at Baltimore nightmares of hot and damp corn would be a thing of the past. They have the Hess drying system at the B & O. elevators and soon will have at Canton. On going over the drying plant at the B. & O. I found rejected corn containing about 25 per cent moisture coming out Mixed corn—in other words, Baltimore's contract corn. To make a long story short, I wish to state that Baltimore is not lagging in its efforts to protect the country shippers' interest.

Rules Are Against the Buyer.

Most markets have legislated against the buyer. Millers and elevator men who hedge fear manipulated markets. They are willing to rake in the premiums on futures which the bulls contribute. Most markets have discouraged bulls by making almost any old thing deliverable upon contracts. New York took in Buffalo, and made a variety of grades deliverable. Chicago allows three kinds of wheat and St. Louis several. Toledo still adheres to the single gold standard. Duluth tried a silver basis.—C. A. King & Co.

Grain steamers from America are said to be crowding the port of Antwerp, arriving there in great numbers in order to unload their cargoes and dispatch them to Germany before the high tariff goes into effect on March 1.



The Minster Machine Company, Minster, Ohio

Mfrs. of the Minster Friction Clutch Pulley Friction Cut Off Couplings; Friction Clutches with extended sleeve, to which wood split pulleys, sprockets, gears, etc., can be attached. Catalog and prices on application.

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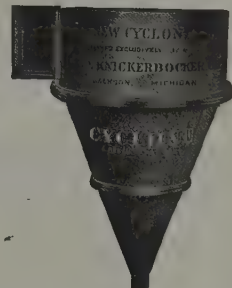
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Why Sam Breeze Bot a New Engine.

BY IDLER.

Sam Breeze had been saving money, and he told of the fact with great gusto to his whilom enemy and now friendly rival, the buyer from over the way. "Yuh know th' old mill at Randolph?" he said; "Wal, they're tearin' 'er down to make room for the new fact'ry, 'nd I bought the engine dirt cheap. She's rusted some, but th' parts 're all right, 'nd they threw in th' boiler. Guess I kin get 20 H. P. outer 'er 'thout any trouble at all. I sure do need th' extra power with th' new feed mill 'nd cleanin' machinery I've bin puttin' in lately."

So the engine was installed and painted with shiny black paint to hide its numerous defects, which somehow seemed more glaring than in the darkened mill where it had stood. But Sam got down to business, and for some months all seemed to go well. His friends admitted that, albeit the consumption of fuel appeared steep, he certainly had a bargain. Then the thing happened; for one day while Sam was standing in the doorway shifting some barley from one hand to the other, in the vain hope of showing Farmer Stebb a disputed difference in quality, a connecting rod snapped, releasing the bolts that held it to the forward crank.

What followed haunted Sam in his dreams for many a night thereafter. The released piston rod, with nothing to check it, drove up fiercely, starting most of the nuts in the cylinder cover. It came back again, with the full pressure of the steam behind it, and the unjointed connecting rod, having lost its mission in life, entered on a ripping career but finally jammed itself, wrenching the cross head out of place and wrecking both the crank and piston. What was left joined in the fracas, with that truly devilish ingenuity which machinery parts possess when thrown out of balance, and the result may be better imagined than described.

"Wal," said Sam to the petrified Stebb, who had always maintained that the record for general cussedness was held by the Missouri mule, "did yuh ever see any prittier kickin' th'n that?"

That same afternoon the funeral was held, and Sam, with his thirst for economy in no wise quenched, started out to look at a gasoline engine which one of his friends at a neighboring station offered for sale. It had only been used five years, and, beyond a little natural depravity on the part of the igniter, which could be overcome by the exercise of patience, there was nothing the matter with it—or so the owner said.

"What'r yuh sellin' it for, then?" asked Sam.

"Cuz I'm goin' to run the creamery with 'lectricity," he was answered, "nd I don't need it no more."

So Sam closed his "bargain," for the price certainly was low, and thus far the engine has remained on its bedplate without trying to rip anything to pieces; but, as Sam remarked dolefully to the now cautious Stebb, who never ventures beyond the threshold of the power-room, "Uv all the measley, buckin', backin', fillin', gruntin', whinin', no-account, ugly, imbecile brutes th't I ever come accross, that there engine is the worst! Yuh recollect that animal you

sold me for a quiet, well-behaved horse my wife cud drive: that balky, ring-spavined, intoed, shufflin', wind-suckin, wall-eyed, shark-mouthed livery-plug? I see yuh do. Wal, it cudn't hold a candle to that there machine fer ornery, low-down meanness!" And Sam's breath failed him just as the engine gave a sort of asthmatic gasp and coughed itself to a stop.

Sam expects to start the New Year with a new and guaranteed engine. His language recently, when offered another piece of second-hand machinery, would have put to shame the mate of a River packet, and that is saying a good deal. It really was a bargain this time, too.

HOME-MADE spittoons formed of a pine box and saw dust should not be tolerated in a grain elevator or office. If you want to have real excitement fill your pine box with gun powder. Every season brings reports of mills and grain offices burned as the result of saw-dust spittoons. A box filled with sand is better, but not as safe as it should be, as cigar stumps sometimes set the box on fire with the usual result.

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ARE YOU PREPARED FOR IT?
Have You a Hess Drier?

If Not Do Not Delay. Order
Now and be Ready

The Hess Drier is standard, and 95 per cent of all grain drying is done by this machine. It is used everywhere, and is the only *reliable* device of its kind. Free booklet.

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is designed to facilitate the book-keeping of grain shippers, and to minimize the labor of keeping a complete record of each car shipped. The book is 9½x12 inches and contains 100 double pages of superior paper. It is well bound, ruled in two colors, and the column headings clearly printed. Spaces are provided for records of 2,900 car loads.

At top of left hand page, in bold-faced type, are the words, "IN ACCOUNT WITH," and at top of facing page is dotted line for name of firm to whom grain is sold. It is intended that records of shipments to each firm shall be kept separate. The column headings on the facing pages are: Date of Sale, Date of Shipment, Car No., Initials, Amount Sold, Kind of Grain, Weight, Price, Draft, Remarks, Date Returned, Weight Returned, Overdrawn, Net Proceeds, and Balance.

Wide columns are provided for recording these facts under the respective heads.
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of grain up to 100,000 pounds is reduced to bushels by Clark's Decimal Grain Values, which also shows the value of any number of pounds in dollars and cents.

GRAIN DEALERS JOURNAL,

255 LaSalle Street,
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Grain Carriers

The President's rate reform policy has the pledged support of Cincinnati's Receivers & Shippers Ass'n.

The Grand Trunk will add 5,000 new freight cars to its equipment to handle next season's grain traffic.

The B. & O. will double-track the entire distance from Chicago to Pittsburg. The work will begin Apr. 1 and is to be complete within two years.

Fort William, Ont., reports its harbor frozen to a depth of less than 18 inches and predicts an early opening.

Improving of navigation of the Cumberland river by locking and damming was indorsed recently by the Nashville Grain Exchange.

With an average daily order of 1,110 new cars by the railways of the United States in 1905, the transportation facilities were still far from being adequate. Cheap cars do not last long.

Construction of the Falls City, Sycamore Springs & Southwestern, for 18 miles between Falls City, Neb., and Sabetha, Kan., will begin this spring.

Victoria Harbor on the Georgian Bay is to be made a new port for the C. P. R. Plans are being developed for proper facilities for the quick handling of large cargoes.

Construction will be resumed early in the spring on the Duluth, St. Cloud, Glencoe & Mankato railway. The line will be built into Albert Lea, Minn., from Manchester.

The largest cargo of wheat ever floated on the Great Lakes was recently unloaded from the William A. Rogers at Buffalo. It contained 351,661 bu., making the cargo 10,550 tons.

Contracts for 65 mile extension of the Chicago, Indianapolis & Louisville Road have been let. The line will connect a point in the main line near Quincy, Ind., and a point on the Illinois Central.

When once the people thoroughly understand that Senators Elkins, Aldrich and Foraker are the representatives solely of corporate greed the services of those gentlemen will no longer be of value even to the railroads.

A new Illinois railroad, known as the Belvidere, DeKalb & Southern, to be built from the north line of McHenry county to Joliet, Ill., was recently incorporated by W. H. Zimmerman of DeKalb, and others.

The route for a Canadian canal from Georgian Bay to the St. Lawrence by the way of the Ottawa river is being surveyed from the mouth of the Ottawa River near Montreal to the mouth of the French River at Georgian Bay.

The first shipment of a full cargo of grain by tramp steamer in many years from Boston was made recently by the Ames-Brooks Co. of Duluth in the Norwegian steamer Symra. The vessel was bound for a Mediterranean port, the exact destination to be determined while the cargo is in transit.

By their opposition to railway rate regulation Senators Elkins, Foraker and Aldrich will make their names a stench in the nostrils of the people. Persistence

in their misguided course will place them on the shelves with those fallen idols, Depew of New York, Burton of Kansas and Mitchell of Oregon.

The reduction of grain rates from New York to Hamburg from 17½ to 12½ for the second half of Feb., announced Feb. 2, stimulated little business. The prospective enforcement of the new German tariff Mar. 1, which imposes maximum duties on American grain, is responsible for the restriction of business.

The Wabash railroad on Feb. 1, in further pursuance of its policy of meeting Gulf rate competition, put in effect an export rate on corn from Omaha, Council Bluffs, and Kansas City to Boston and New York of 23c and to Philadelphia of 22c, with transit privileges at Chicago. The other eastern roads are ignoring the rate.

A charge of conspiracy on the part of 35 railroads in discriminations in freight rates against Henderson and Owensboro, Ky., was made by former U. S. Senator William Lindsay, counsel for the Kentucky railroad commission, before Judge Clements of the Interstate Commerce Commission at Louisville Feb. 2. A. Waller, of A. Waller & Co., of Henderson, testified that his company suffered to the extent of \$15,000 yearly by reason of alleged discrimination against Henderson on grain from East St. Louis. As soon as the records are complete a date will be fixed for a hearing before a full commission in Washington.

Railway rate legislation has made rapid progress in the House. The agreement of the House committee on interstate and foreign commerce on the Hepburn bill furnished a starting point from which to push the legislation thru congress. The House is expected to pass the bill almost unanimously. The bill provides that rates made by the Interstate Commerce Commission shall go into effect 30 days after notice to the carrier, and remain in effect until set aside by a court. The senate committee is divided, Aldrich, Elkins and Kean endeavoring to amend the Dooliver-Hepburn bill to rob it of effect, but the President will have none of their "jokers." Cullom, Dooliver and Clapp are supporting the bill. The committee will hold daily sessions, and has decided to vote Feb. 16, the bill receiving the highest number of votes going to the senate.

Evidence of an unlawful combination between the Pennsylvania Co., Pennsylvania Railroad Co., Norfolk & Western Ry. Co., Baltimore & Ohio R. R. Co., Chesapeake & Ohio Ry. Co., and Northern Central R. R. Co. was presented to the House of Representatives Feb. 5 by the President in response to a resolution introduced by Mr. Gillespie of Texas. It is a matter of common knowledge that the Pennsylvania Co. has purchased sufficient of the shares of these companies to direct their management in its own interest. The records of the Interstate Commerce Commission disclose the facts. Of the total capital stock of its former competitors the Pennsylvania owns 36 per cent of the B. & O., 25 per cent of the C. & O., 38 per cent of the N. & W., and 54 per cent of the Northern Central. It is believed that the illegal combination can be broken up by the Dept. of Justice as was the Northern Securities Co., of the northwest. Since the purchase by the Pennsylvania, the B. & O. has been completely re-organized with Pennsylvania officials in charge and competition has been killed.



Cover's Dust Protector

Rubber Protector, \$2.00

Sent postpaid on receipt of price; or on trial to responsible parties. Has automatic valve and fine sponge.

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Supreme Court Decisions

Market reports in journals, such as the commercial world rely on, are competent evidence of the state of the market.—*Chicago, B. & Q. Ry. v. Todd. Supreme Court of Nebraska. 105 N. W. 83.*

Where a seller of a business commits a breach of his agreement not to engage therein, a suit by the buyer for an injunction is the proper remedy.—*W. S. Wolverton & Son v. Bruce & Butt. Court of Appeals of Indian Territory. 89 S. W. 1018.*

Where, pending an action, the parties agree to submit the matter in dispute to arbitration, the cause will be dismissed, notwithstanding a failure to carry out the agreement.—*Thompson v. Turney. Kansas City Court of Appeals, Missouri. 89 S. W. 897.*

Contracts for the purchase and sale of commodities not to be delivered, but only to be performed, by advancing and paying differences, are void at common law.—*Western Union Tel. Co. v. State ex rel. Hammond Elevator Co. Supreme Court of Indiana. 76 N. E. 100.*

As between consignee and consignor, the loss of goods by a common carrier falls upon the consignor when the carrier was selected by him in the performance of his agreement to make a delivery to the consignee.—*Conn v. Reed, Dawson & Co. Supreme Court of New Jersey. 62 Atl. 270.*

In an action on such a contract, it is no defense that the vender did not intend an actual delivery of the commodity, if the other party contemplated such delivery. The test of illegality is the intention, not alone of one of the parties, but of both.—*John Miller Co. v. Klovstad. Supreme Court of North Dakota. 105 N. W. 164.*

Under Code 1896, Sec. 2703, giving a landlord a lien on his tenant's crop for advances of money or other things of value made by him for the sustenance or well-being of the tenant or his family, or for preparing the ground for cultivation, or for cultivating, gathering, or preparing the crop, the landlord has a lien for blacksmith tools furnished by him to the tenant.—*Holladay v. Rutledge. Supreme Court of Alabama, 39 South. 613.*

A carrier, even as to an innocent indorsee, is not estopped by statements in a B. L. issued by his agents from showing that no goods in fact were received for transportation, unless by his usual mode of doing business he has given to his agents authority to issue B. L. for goods not received. National Bank of Commerce v. Ry Co., 46 N. W. 342, 560, 44 Minn. 224. 9 L. R. A. 263, 20 Am. St. Rep. 566, followed.—*Swedish-American Nat. Bank of Minneapolis v. Chicago, B. & Q. Ry. Co. Supreme Court of Minnesota, 105 N. W. 69.*

An agent sues its principal to recover for losses sustained in transactions on the Duluth Board of Trade in the sale of grain for future delivery. Held, that there was no sufficient evidence requiring the trial court to submit to the jury the issues raised by defendant's answer, and hence the ruling of the court in directing a verdict for the plaintiff was proper. Sales of commodities for future delivery are

presumed to be legitimate, and the burden is upon the party asserting the contrary to establish such fact.—*John Miller Co. v. Klovstad. Supreme Court of North Dakota. 105 N. W. 164.*

An answer to an alternative writ of mandamus to compel a telegraph company to sell and deliver to relator the continuous market quotations of a board of trade, which alleged that relator was, at the institution of the suit, engaged in purloining such quotations and using them in conducting a bucket shop, and that he desired the quotations for the purpose of conducting a bucket shop, sufficiently alleged that the relator desired the quotations for gambling purposes, and was a good answer in bar.—*Western Union Tel. Co. v. State ex rel. Hammond Elevator Co. Supreme Court of Indiana. 76 N. E. 100.*

The first bucket shop case under the Ohio statute, which recently was sustained by the U. S. Supreme Court as reported in this column Jan. 10, was decided Jan. 26 by Judge T. M. Bigger of the common pleas court at Columbus, O. Nathan Meyers, a patron of a bucket shop conducted in a store room of the Chittenden hotel, brought suit against the leaseholders of the building, the Iroquois Co., to recover losses of several thousand dollars, and Judge Bigger decided that judgment should be rendered against the owner of the property, at present George Hoster, and formerly L. A. Webb, a wealthy resident of Cleveland.

The clerk, working under the orders of the manager of a branch bucket shop, telegraphed the orders received from its customers to the principal office in another city, and, if they were accepted, gave the customers memoranda of such transactions, with the margins paid thereon. Held, that such statements were competent evidence in an action, under 1 Rev. St. (1st Ed.) p. 662, pt. 1, c. 20, tit. 8, sec. 9, to recover against the proprietor of such gambling house the moneys lost or paid on the transactions; they being the very contracts under which the money was paid to the defendants.—*McCarthy v. Meaney. Court of Appeals of New York. 76 N. E. 36.*

Rev. St. 1895, art 4574, subd. 2, which provides that every railroad company, failing to receive and transport, without delay or discrimination, to any point on the line of a connecting carrier, shall be guilty of unjust discrimination, renders a railway company liable for the penalty imposed therefor, where it fails to comply with a contract of shipment binding it to transport goods to a designated station, and which states the ultimate destination as a station on a connecting carrier's line, but carries the shipment beyond the designated station and there delivers it to another connecting carrier.—*San Antonio & A. P. Ry. Co. v. Stribling. Supreme Court of Texas. 89 S. W. 963.*

Pen. Code, Sec. 321, prohibiting combinations for the purpose of fixing the price or regulating the production of any article of commerce, etc., and section 325, exempting from the provisions persons engaged in horticulture or agriculture, being enacted in obedience to the Constitution, prohibiting combinations and requiring the legislature to pass laws for the enforcement of the prohibition, are not independent of each other, and the latter section cannot be eliminated from the former, but both are repugnant to the fourteenth amendment to the federal Constitution, because denying the equal protection of the laws.—*State v. Cudahy*

Packing Co. Supreme Court of Montana. 82 Pac. 833.

The Cummings patent, No. 573,171, for a machine for filling paper bags with seed or other fine material, covers a combination of many elements, some of which were old and others new, but which, acting in co-operation, constitute the first practically operative and successful machine for accomplishing the desired result, and in such sense is for a primary invention, and entitles the patentee to invoke the doctrine of equivalents with respect to a substitution of parts which perform the same functions in the combination. The patent construed, and held infringed. The Brown patent, No. 578,133, for an improved folding mechanism for use with the bag-filling machine of the Cummings patent, No. 573,171, held valid and infringed.—*Brown Bag Filling Machine Co. v. Drohen. Circuit Court Western District of New York. 140 Fed. 97.*

Railroad Liable for Delay in Switching.

The Kansas City Court of Appeals has recently affirmed the decision of the lower court holding the Wabash Railroad responsible for loss sustained by the Russell Grain Co. by reason of delay in switching two cars of oats after their arrival at Kansas City.

Two cars of oats were received by the Wabash Railroad at Council Bluffs, Ia., on July 21, 1903, and on the morning of July 28 the road notified the consignee, R. J. Thresher, of the arrival of the cars. As customary the road placed the cars on arrival, upon a side track in its yard at Harlem, across the river, awaiting inspection and orders for disposition by the consignee. After inspection consignee was furnished a sample from each car and on the same day, July 28, sold both carloads by sample to the Russell Grain Co. Both Thresher and the Russell Grain Co. telephoned the road, instructing the agent in charge of its Kansas City freight office to have the cars switched upon the team track as soon as possible for unloading, and the agent agreed to have the cars on the team track by 10 o'clock on the following morning, July 29.

Altho repeatedly urged by plaintiff to switch the cars they were not placed upon the team track until Aug. 6 and 10, respectively.

The market value of the oats declined steadily from July 29 to the date of delivery, and the Russell Grain Co. brought suit to recover the damages sustained thereby, and was given judgment. In affirming the judgment in favor of the Russell Grain Co. Judge Johnson said:

It is the duty of the common carrier, not only to safely carry property to its destination, but to take it to the place provided at that point for delivery to consignees of property of its kind, and there place it in a position of accessibility. Defendant insists that under the facts in evidence it was under no duty to plaintiff to take cars from the Harlem yards to the team track, for the reason that plaintiff had no contract with it. A sale of the oats by the consignee to the plaintiff, while they were in the yards at Harlem, carried with it, as an incident, the rights the former had under the contract of affreightment. To say otherwise would be to take a property right from the consignee and give it to the carrier. It is conceded that, had Thresher remained the owner of the oats, defendant was under duty to place the cars upon the team track at his direction without additional charge. No reason is apparent for releasing the carrier from the performance of this or any other duty under its contract by the fact of the sale of the property while in transit. Nor is any merit to be found in the suggestion that plaintiff's right to require the defendant to carry out its contract is af-

fectured by the failure to prove an assignment of the B-L by the consignee to plaintiff. Whatever may have been the right of the defendant to require the production and surrender of the B-L before delivering the oats, it is not in a position to base any claim upon such right. From the time of the announcement of the sale it recognized plaintiff as the rightful owner of the property, and made delivery to him without requiring further proof of the transfer of title than a verbal statement of the vendor and vendee, and without asking for the production and surrender of the B-L.

On June 1, 1903, and for some days thereafter a flood of unusual and extraordinary violence swept over the bottoms of the Missouri and Kansas rivers. Defendant's yards at Kansas City and Harlem were inundated and so injured that it was impossible to operate them at all until after the 18th of June, and from then on for a period of several months, partly on account of the demoralized physical condition of the tracks and other facilities and partly because of the congestion of business resulting from this abnormal condition, defendant was greatly impeded and delayed in making deliveries of freight to its patrons. It is shown quite conclusively that the delay suffered by plaintiff in the moving of his cars of oats from Harlem to the team track was no more than that endured by every other shipper, and was not unreasonable under the conditions then prevailing. It is well settled that a common carrier is not liable for delays in the transportation of freight occasioned by the act of God or any other unusual and unanticipated catastrophe, or even for those caused by sudden influx of business. This rule applies when the cause of delay arises after the property is received by the carrier for shipment.

But when, at the time the shipper offers freight to the carrier, conditions exist that will prevent the delivery within a reasonable time, which means the time usually consumed under ordinary circumstances, different principles control. The carrier is not expected to perform the impossible, and may refuse to accept freight unless the shipper will agree to suffer delay in delivery necessary by the extraordinary conditions. But the acceptance of goods for shipment, without such stipulation or without notifying the shipper of the fact that they cannot be promptly delivered, is tantamount to an assurance that they will be delivered within a reasonable time, except for the intervening of excusing causes of subsequent occurrence. The burden of proof is upon the owner of the goods to show their delivery to the carrier for delivery at a certain point and the failure of the latter to deliver them in a reasonable time, under ordinary circumstances. The burden, then, devolves upon the carrier to show that the delay was caused either by some fortuitous happening that excuses delay, or that the shipper was informed, before delivery to the carrier, of the fact that prompt delivery could not be made. It was not shown that any notice of this kind was given to the shipper in this case, but, to the contrary, it appears that the shipment was accepted for delivery in the ordinary course of business. Defendant failed in its proof, and the fact of the demoralization of its yards at Kansas City, known by defendant to be at its height when the shipment was received, is no excuse for the delay.—89 S. W. 908.

The Grain Man's Ad.

Some country grain buyers instead of paying more for grain than it is worth, advertise their business to the farmers persistently and effectively. The merchants of many country towns are now conducting hot campaigns against the catalog houses and some of the grain buyers are gaining the good will of the merchants by assisting in the work. The Berne Grain & Hay Co. of Berne, Ind., advertising in such literature uses the following copy.

When you have grain to sell,
You want to sell it well;
You want to know the place to go,
Just listen while we tell.

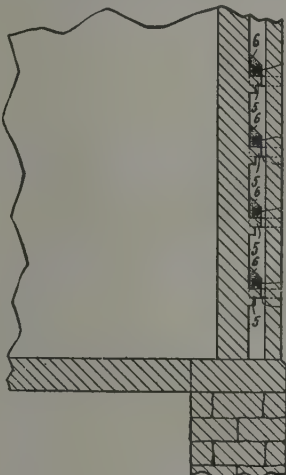
We'll buy your wheat, your corn and oats,
Be glad to buy your hay,
We've got a few nice crisp bank notes,
To pay you, by the weigh.

Tie Bands for Grain Tanks.

It is admitted by all engineers that the bursting stress in grain storage tanks built of brick or cement is best provided against by encircling the bin with steel bands imbedded in the material composing the bin wall.

Steel thus holds the bin together, while the cement, brick or tile, supports the weight and protects the steel permanently against fire and weather.

One of the methods of using steel bands in bin walls is illustrated in the engraving.



The Bands for Grain Tanks.

ing herewith. At close intervals on the exterior wall corbels, 5, are provided consisting of ledges formed by extending the brick, the engraving showing two courses of brick thus extended for each ledge. Cement, 6, is placed on the ledge, and thereon and therein are placed one or more metal bands, 7, which may be arranged one exterior to the other.

The cement is packed between and entirely about the metal bands to inclose them perfectly and protect them against the corrosive action of the air or moisture or the expanding effect of fire. Letters patent No. 796,669, upon this invention, have been granted to A. G. Mather and W. L. Dethloff of Milwaukee, Wis.

The Corn Products Refining Co. is to succeed the Corn Products Co., the Warner Sugar Refining Co. and the St. Louis Syrup & Preserving Co. The capital stock of the new corporation is \$80,000,000.

One thousand men each long a 10,000 bushel lot of wheat would have a more strengthening influence upon the market than any multimillionaire who might be long twice that quantity; indeed, the individual who is long a large line is only a menace to values because he drives away all other support.—E. W. Wagner.

The First National Bank of Marshfield, Ill., brot suit Jan. 20 against the Cella Commission Co. bucket-shop of St. Louis to recover \$50,000 lost by its cashier, J. C. Langley, and will get judgment if the case is correctly presented. The Tennessee courts in the case of the Odell Commission Co. bucket-shop recently having decided in a similar case that a bucket-shop must refund, not having the legitimate standing of Board of Trade firms executing order bona fide on an exchange.

Security Envelope Co.'s Metal Clasp Flour and Grain Envelopes

Best on the Market

More of this style used than all others combined. Write us for prices.

MINNEAPOLIS, MINN.

Purifying Grain

Has Come to Stay.

Our best grain handlers recognize this fact, and are preparing themselves for the inevitable by installing our

PURIFYING SYSTEM

and thus fortifying themselves against competition and picking the plums the other fellow cannot reach. There are too many stained oats in this year's crop to permit of fair margins without purifying. Write us for descriptive booklet and samples. It's worth your while.

Caldwell & Barr

Earl Park, Indiana.

NOTE.—We have been granted and now own four U. S. Letters Patents covering the art and mechanism for purifying grain. Unauthorized parties who do not own any patents, and who have no license to operate under any patents, are endeavoring to construct and sell purifying or bleaching plants. Elevator owners, in order to protect themselves, should compel such unauthorized parties to give them a thoroughly good and responsible indemnifying bond against costs of infringement suits and damages as we shall institute infringement proceedings against elevator owners in every case where our patents are infringed.

R. G. Stuhr, Superintendent of Construction,
Traders Building, Chicago, Ill.

The Stuhr Grain Purifier Constructing Company

(Not Incorporated)

We are Contractors and Builders
of Grain Purifying Plants

are authorized selling agents for the right to use the only PROCESS TOWER ever patented or placed on the market. Process patents as advertised up-to-date are all infringements, for the reason that the original CAZALET Patent, No. 592,691, contains all the essential points of the so-called process patents as advertised by others. NO process application can be made successfully without a PROCESS TOWER. These are absolute facts and we invite investigation. The CAZALET PATENT is now owned entirely by the American Grain Purifier Constructing Co., a South Dakota corporation, of which D. H. Stuhr is Sec'y-Treas. and Manager. All official corporate documents of every description of this Corporation with reference to the transfer of the CAZALET Patent and otherwise, are open for PERSONAL inspection in Stuhr's office, Davenport, Ia., by special request. We have had practical experience in operating Grain Elevators and Grain Purifying Plants and guarantee satisfactory Process results or NO PAY. "Can we serve you?" Write to

D. H. STUHR, MANAGER
Davenport, Iowa.

Patents Granted

Carbureter. No. 810,792. Jas. McIntosh, Lansing, Mich.

Conveyor. No. 811,125. Bertram H. Bucher, Columbus, O., assignor to Jos. A. Jeffrey, Columbus.

Conveyor. No. 811,463. Alfred J. Webster, Columbus, O., assignor to Jos. A. Jeffrey, Columbus.

Conveyor. No. 811,180. Archibald W. F. Steckel, Columbus, O., assignor to Jos. A. Jeffrey, Columbus.

Conveyor. No. 811,149. Wallace B. Johnson, Chicago, Ill., assignor to Fairbanks, Morse & Co., Chicago.

Sparkling Device for Internal Combustion Engines. No. 811,122. Alfred R. Bellamy, Edgeley, Stockport, Eng.

Vaporizer. No. 811,397. Chas. and Warren Hibbard, Sandy Hill, N. Y., assignors to Hibbard Gas Engine Co., Sandy Hill.

Explosion Engine. No. 810,535. Heinrich Heinrich, Spotswood, N. J., assignor of one-half to David D. A. Outcalt, Spotswood.

Conveying and Elevating Apparatus. No. 811,189. Alfred J. Webster, Columbus, O., assignor to Jos. A. Jeffrey, Columbus, O.

Multiple Piston Explosive Engine. No. 811,220. Chas. T. Hildebrandt, Chicago, Ill., assignor of one-half to Everett W. Brooks, Chicago.

Gas Engine. No. 810,565. Edwin F. Porter and Walter R. Whiting, Boston, Mass., assignor to American Rotary Engine Co., Boston.

Cooling Means for Explosive Engine Cylinders. No. 810,643. Simeon Ham, Indianapolis, Ind., assignor of one-half to Aug. H. Timmerman, Indianapolis, Ind.

Car Starter. No. 811,123 (see cut). Robert E. Booth and John Wise, Charle-roi, Pa. A pair of clamping jaws having a lever mounted thereon are provided with faces and inclined rear surfaces seated in the body frame.

Conveyor Scoop. No. 810,917 (see cut). Wm. Crossley, West Haven, Conn. The conveyor scoop comprises a pair of ends or heads each provided with pairs of flanges around its periphery, and a series of staves having their ends received in the grooves between the flanges and the ends of the staves.

Grain Car Door. No. 811,091 (see cut). C. L. Robbins, Pekin, Ill. A lower sliding door and an upper door formed of sections hinged together compose the door, the upper door being hinged to the door post by rising hinges and adapted to drop when closed upon the upper edge of the sliding door.

Process of Cleaning Grains. No. 810,960 (see cut). Harvey C. Miller, Philadelphia, Pa. To clean musty or dirty grains they are first thoroughly dried and then subjected to an abrading action in an air current. From the drier the grain is spouted into a casing containing baffle plates, from which the air is exhausted.

Conveyor. No. 811,190 (see cut). Alfred J. Webster, Columbus, O., assignor to Jos. A. Jeffrey, Columbus, O. Secured to a chain are flights of sheet metal having guides secured to their outer edges.

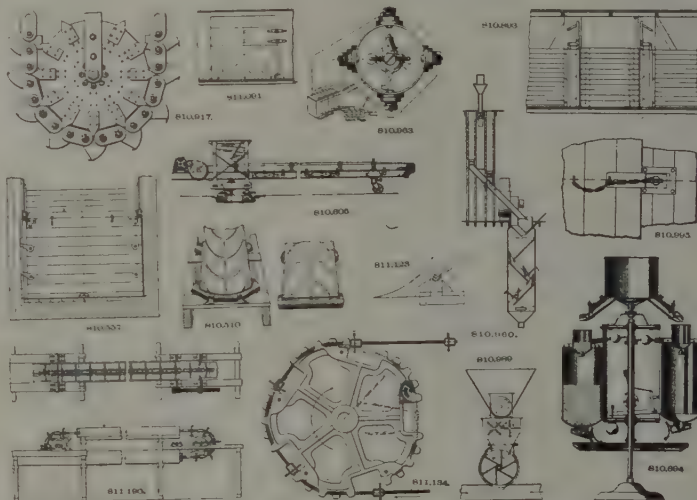
A stationary guide is arranged in the bottom of the trough, the working edges of the flights engaging with the stationary guide.

Car Door Cleat and Sealing Device. No. 810,995 (see cut). Stephen C. Sullivan, Chicago, Ill. A cleat having a part fitting within a socket is adapted to extend across the edge of the door when in its closed position. A pin having swiveled connection to a chain is screwed into the socket and prevented from removal by a wire seal.

Sliding Hinged Grain Door. No. 810,557 (see cut). Kistel Osel, St. Paul,

permitting it to have a preliminary downward movement independent thereof. Trips actuated by the receivers alternately operate the shifting device.

Conveyor. No. 810,605 (see cut). Clarence K. Baldwin and Thos. Robins, Jr., New York, N. Y., assignors to the Robins Conveying Belt Co., New York. The conveyor and conveyor frame are pivotally and slidably mounted with reference to a turn table and hopper. One end of the shaking feeder chute moves in a horizontal plane, the other end being mounted to swing. The delivering end of the chute is supported on a smooth track



Minn. Openings at the ends of the threshold receive right-angled plates secured in right-angled grooves in the inner corners of the door frame, whereby one wall of each plate bears against the adjacent groove wall when the plates are out-turned. The door is hinged and slidably supported.

Grain Door. No. 810,893 (see cut). Robt. R. Tichenor, Feeley, Minn., assignor of one-half to Jasper M. Pogue, Feeley. The casings in each side of the door opening have transverse slots arranged one above another. On the casing are mounted guides connected pivotally with guides on a bar. The movement of the bar lengthwise moves the guides to or from each other. The door slides vertically between the guides.

Sprocket Wheel. No. 811,134 (see cut). Albert Q. Dufour, Columbus, O., assignor to Jos. A. Jeffrey, Columbus. The wheel is provided with a series of sections in which is formed cable seats with gaps between the sections, the seat of the cable in each section having its longitudinal intermediate portion disposed outside of a circle concentric with the axis of revolution of the wheel and including the points of contact of the cable with the ends of the sections.

Automatic Weighing Machine. No. 810,694 (see cut). Edgar C. Arnett, Washington, Kan. The weighing mechanism embodies a load receiver provided with an entrance chamber, a valve controlling the flow of material therefrom to the receiver, means for closing the valve when the receiver has made a partial traverse, means for opening the discharge valve when the controlling valve is closed. The receiver is pivoted to swinging scale supports and has a shifting connection with the upper support,

upon which it is given a reciprocatory movement.

Device for Transporting Green Malt. No. 810,989 (see cut). Carl Steinert, Munich, Germany. In combination with a pneumatic tube system is a hopper to receive the malt, a screw conveyor leading therefrom, intermeshing disintegrating arms at the discharge from the conveyor, and a feed drum provided with buckets arranged between the disintegrator and pneumatic tube. The casing has air vents; and a yielding scraper contacts with the bucket edges.

Belt Conveyor. No. 810,510 (see cut). Thos. Robins, Jr., New York, N. Y., assignor to Robins Conveying Belt Co., New York. The conveyor belt is provided on its carrying surface with a system of spaced ribs or elevations arranged to run smoothly over the snub pulley and prevent contact of the pulley with any portion of the belt except the ribs or elevations. The belt travels upward in an inclined plane and the ribs diverge forwardly from the middle of the belt toward the margins.

Electric Igniter. No. 810,963 (see cut). Homer N. Motsinger, Pendleton, Ind., assignor to Motsinger Device Mfg. Co., Pendleton. A casing carries one or more terminals projecting beyond the path of movement of a contact arm, a shaft is journaled in the casing and has a plate rotatably mounted, the contact arm being pivoted eccentrically with relation to the shaft and extending substantially radially to co-operate with the casing terminals. A pair of governor arms are eccentrically pivoted upon the shaft, each having an inclined slot engaging a portion of the plate, whereby the governor members will operate to shift the plate angularly upon the shaft.

Why We Organize.

[From a paper by Jas. W. Sale.]

Twenty years ago the average country grain shipper was in the Slough of Despondency. Anticipated profits generally developed into losses, elevator property was unprofitable and unsalable, and the business as a whole was demoralized.

FOLLOWING THE WAR we had an unprecedented era of railroad building, and Ohio and Indiana became a vast network of tracks running parallel and crossing each other, until there was hardly ten miles square in either state that did not have a siding where grain could be loaded for shipment to the great distributing markets. This condition threw into the business a large, unwieldy, ignorant crowd of men, who at once got each other by the ears. Strife grew into bitterness, and a determination to exterminate the other fellow, even though it meant self-destruction, and too often it meant the ruin of both. Every grain buyer looked upon his competitor with suspicion as to his veracity and honesty.

The natural movement of such a condition was from bad to worse. We found the old adage, "Competition the life of trade," a delusion and a snare. It was the death of everything that came within the reach of its operations, while conducted in the senseless way we had grown used to. You will readily recall how the farmer was often caught in the maelstrom. The dealer, made a rascal by this competition, would take the farmers' grain in store, in many cases running into thousands of bushels and far beyond the capacity of his elevator; ship it out and use the proceeds to tide over his losses, until he could go no farther, and then the farmers' storage receipts were found to be worthless, and he suffered.

Sometimes it was convenient to have the insurance companies close up an unprofitable elevator business. Incendiary fires became so common that the losses were frightful. The insurance companies to recoup themselves boosted the rates skyward and placed many risks on the prohibited list, hence the trade had to foot the bill. The load became unbearable and then we organized. What was the motive? Selfishness, pure and simple. We thought possibly we could make a combine of some sort that would give us an opportunity to purchase grain on a profit basis, or at least be able to size up the fool killer in the next town and see how much longer it would take us to force him to turn his elevator over to his creditors. We had been doing business in opposition to him and lying about him for years, but he had never seen him. He was a villain unhung in our eyes, and we stood in about the same relation to him.

THE FIRST MEETINGS were formal and cold. As I remember it was the custom at the beginning for every man to keep his back against the wall to prevent a sudden attack from the trade that didn't last long. We soon began to find that we were all very much alike; enemies became friends and stopped abusing each other. Confidence was restored, and business methods began to take the place of piracy. After a while we began to understand each other; systems were established; chaos returned for our investments and labor began to appear; elevator property was in demand and the business came to be respectable and fairly remunerative.

We awoke one day and found that a lot of our selfishness had disappeared, and that news of our fellow grain dealer's success was actually pleasing to us. Among other evils that had crept into the business was the practice of loaning bags to farmers to move the crops. Starting with a modest outlay at the beginning, the practice grew into a ruinous one until the annual expense was enormous. We concluded the organization ought to stop it, and it was swiftly and successfully done. Other little reforms of local nature were introduced from time to time and put in effect with good results.

Then we looked about us and found there was a larger, broader field for organized effort than we had dreamed of when we first got together. So our modest neighborhood association united with others of like local character, and formed a State organization. We opened a central office, employed a secretary and sent him out to do missionary work among the heathen with good results.

SCOOPERS—Regular grain buyers with their all invested in elevator property and entirely dependent on the business for the support of their families, found themselves annoyed every season by what we term "Scop Shovers," who without any investment would jump into the market when the heavy movement of grain was on, and divert what business they could on little or no margin, then when the cream of the business for that year was skimmed,

step back into some other livelihood, leaving the elevator man to keep his house open with its burden of expense all the year, until another harvest, to repeat the same tactics. Our State organization found it had power to stop the practice, and did it.

RAILROAD COMMISSION—We discovered that the railroads had been organizing, too, and merging and consolidating, until three or four interests controlled them all, and general rules and regulations were gradually put into effect that clashed with local conditions. We saw the opportunity to step out into a larger field of usefulness, accepted it, and the result was a Railroad Commission for the State of Indiana.

SCALE EXPERT—There is much yet to be done by our State organization of vital importance and benefit to their members. Some states are now employing competent scale experts to repair and keep correct the scales of members, a trouble which has been frequent cause for dispute between buyer and seller.

PURE SEED—We owe it to our farmer friends to aid them in a systematic way to secure pure seed that will germinate and mature in our particular localities; to co-operate with them in whatever way we may to raise their lands to the highest productivity, and then to distribute these products at the minimum cost of handling and transportation, with justice to all. It is my firm opinion that our organization while asking a fair compensation for our investment, skill and labor, should on the other hand make it as reasonable or extortionate profit either at the elevator, the carrier, in the receiving market, or the manipulations on the boards of trade. "The laborer is worthy his hire," and our organization if it fulfills its destiny will see that he gets it and no more.

INSURANCE—Organization work brought together men of ability and keen foresight who, as they became intimately acquainted, had so much confidence in each other that it was not strange that they should be drawn together and find themselves in unison on matters of common interest. The "Community of Interests" idea was growing on them. So they took hold of the insurance problem. As I have already hinted, the fire insurance companies had been forced to increase their rates to an almost prohibitive figure for self-protection during the old regime, but now that conditions were changed when through organized effort the business had become more reputable and less hazardous, they refused to recognize the fact and held the trade to the advanced rates.

A few of the Association Cranks who had begun to feel their power, concluded they would organize a mutual fire insurance company for the benefit of grain dealers exclusively, and this is the result, three years after the organization of the Grain Dealers' National Mutual Fire Insurance Co., the stock companies have made a horizontal reduction of 80 per cent, benefiting the trade everywhere. This Mutual Company had policies in force January 1st amounting to almost five millions of dollars, saving its policy-holders 40 per cent of their premiums annually from the rates in force when it commenced business, with a cash surplus in bank and income in excess of all liabilities of over \$35,000, and a surplus as to policy-holders of more than a half million dollars. And this never could have happened without the associations and confidence brought about by our organization.

NATIONAL—The State organizations together formed a National organization, that has found so many open doors of opportunity it has hardly known which to enter first. The National body has been able to correct some abuses in weighing, grading, etc., in the various markets, with more along the same line to be accomplished. It has helped to at least postpone the operation of a Uniform Bill of Lading prepared by the railroads, manifestly unfair to shippers, with an excellent prospect that a compromise will be adopted better than anything yet known. It has greatly helped to foster and encourage the growing sentiment which is now demanding increased powers for the Interstate Commerce Commission. It has inaugurated a fair system of arbitration for the settlement of differences between its members by arbitration, thus avoiding costly litigation. It has adopted trade rules that are valuable to the trade in general. There are many things yet to be done.

SAFE HEDGING—Some day our organization will compel the Chicago Board of Trade to amend its trading rules so that violent fluctuations such as we witnessed a few days ago when December corn quotation sold at 54 cents one day and closed the next at 42 cents) cannot occur. Organized effort will some day compel a system of trading rules which will permit the country shipper to hedge legitimately his

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purchases in the great markets without putting his head in a noose to be tightened by Chicago Gambler until he is black in the face.

SLOW TRANSPORTATION—Our organization, by and by, when it has had time to measure its power will compel the railroad systems of the country to furnish equipment sufficient to move the crops freely and swiftly to the market centers, or pay the damage when they take thirty to forty-five days to transport a car of corn from an Indiana point to Seaboard, that should not require more than six days.

These are some of the reasons why we organize. We are only at the threshold of our usefulness. The larger field of unselfish effort. "Not for self, but for all" lies before us and we but have ourselves to blame if we do not occupy it.

Seeds

The Merchants' Exchange of St. Louis, Mo., has appointed W. F. Chamberlain seed and castor bean inspector.

Rogers Bros.' seed elevator at Alpena, Mich., after being in operation five months, was recently closed for the season.

Methods of testing the variability of seed corn is discussed in Circular No. 101, just issued by the University of Illinois Agri. Exp. Sta., Urbana, Ill.

Exports of clover seed from New York for the week ending Feb. 3 were 2,046 bags, compared with 359 bags for the preceding week and 2,560 bags a year ago.

F. E. Johnson has bought the interest of his partner, H. A. Sosh, in the Johnson & Sosh Feed & Seed Co., of Owensboro, Ky., and will continue the business under the name of F. E. Johnson Feed & Seed Co.

The membership privileges of the Albert Dickinson Co. in the Minneapolis Chamber of Commerce have been rescinded by the directors of the Chamber on account of the unwillingness of the company to regulate its business according to certain commission rules.

Crimson clover is distinguished from the other cultivated clovers by its long head of brilliant scarlet blossoms and its erect habit of growth. It grows throughout the milder weather in winter and quickly makes a dense cover to the ground in spring.

The Livingston Seed Co. of Columbus, O., has registered as a trade mark, No. 5,218, for garden, flower and field seeds, a seal having a circular center on which is a diamond-shaped figure with the words "Livingston's True Blue Seeds" and "The Livingston Seed Co., Columbus, O."

Secretary Wilson, of the Dept. of Agri., reports the cost of introducing the durum wheat as \$10,000; the crop now is valued at \$7,000,000; the introduction of sorghum cost \$2,000; the crop now is valued at \$40,000,000. Kaffir corn cost \$5,000 to introduce, and the crop now is valued at \$20,000,000. Since 1852 the Dept. has expended \$4,477,402 in plant introduction and seed distribution.

The cash demand will continue to make the price of clover seed. Weather will be the chief influence on that. If it stays mild, the demand will continue good this month, and help holders to dictate the price. Low grades have gained on the prime, and are now mostly in a few hands. If winter should come, and the east become snow-bound, then there would be a pause. Speculation is still indifferent, leaving the market sensitive.—C. A. King & Co.

The average purchaser will buy the cheapest seed or a medium priced seed rather than pay a dollar or two a bushel extra and get strictly prime seed. Under present conditions the only safety for the man who wants to keep his farm clean is to absolutely insist on having nothing but strictly prime seed, and requiring a positive guarantee from the seedsman that it is true to name, of prime quality, and is entirely free from foul weed seeds. It will be some trouble to educate some of the seedsman up to the point of making such a guarantee, but if the purchasers will insist upon it, the seedsman will have to come to it or go out of business.—Wallace's Farmer.

English reds still come out freely, but qualities are rapidly deteriorating; fine qualities are getting scarce and the bulk on offer, though reasonable in price—and the best value in reds offering—show "weathered" seed. Russians, Germans and Austrians are getting gradually more reasonable in price, but so far have not yet reached U. K. ideas; French is not being "pushed," but there may be room for it later on. The home trade is not overbuying itself. American and Canadian look like being left out of this season's considerations, for us at least. In Alsikes a healthy business is proceeding.—London Corn Circular.

Clover seed receipts at Toledo for the week ending Feb. 3 were 1,180 bags, compared with 868 bags for the corresponding week of last year. Receipts for the season have been 65,928 bags, compared with 67,830 bags for the corresponding period of last year. Shipments for the week ending Feb. 3 were 5,007 bags, compared with 3,302 bags for the corresponding week of last year. Shipments for the season have been 25,106 bags, compared with 29,907 bags for the corresponding period of last season.

Adulteration of alfalfa seed and of the seed of the commercial forage grasses on an extensive scale has been discovered by Professor H. F. Roberts of the Kansas Experiment Station, Manhattan, Kan., who has just completed an examination of the seeds sold by dealers. The impurities found in alfalfa seed ranged from 10 to 75 per cent. Professor Roberts makes charges of deliberate swindling, and also accuses farmers of deceiving the dealers who buy seed. A state seed laboratory is believed to be necessary.

Seed receipts at Chicago for the week ending Feb. 3 were 710,250 pounds of timothy seed, 376,659 pounds of clover seed, 203,150 pounds of other seeds, and 42,500 bus. flaxseed; compared with 777,000 pounds of timothy seed, 80,000 pounds of clover seed, 174,837 pounds of other seeds and 41,400 bus. of flaxseed for the corresponding week of last year. Shipments for the week ending Feb. 3 were 546,048 pounds of timothy seed, 356,921 pounds of clover seed, 847,037 pounds of other seeds and 2,000 bus. of flaxseed; compared with 406,060 pounds of timothy seed, 138,359 pounds of clover seed, 534,053 pounds of other seeds and 4,353 bus. of flaxseed for the corresponding week of last year.

London, Eng., Jan. 23.—The demand for English red clover continues brisk, the amount coming out is not overlarge, which may be occasioned by the soft weather, but it is confidently reported in some of the producing districts that the bulk of the seed has already been threshed; should this turn out to be the case it would materially affect prices. Prices in Germany, France, America and Canada still continue to rule higher than

the prices of English. In Chilian a still further quantity has been sold for export to America. White clovers are without change; there has been rather more offering from the Continent during the week, but the qualities are very poor and foul. Alsike is gradually hardening in price, especially for Canadian seed, prices from Canada come 2 shillings to 3 shillings higher, and stocks are reported to be in very short compass. There is no change in the price of trefoil, which remains quiet; the same may be said of timothy and lucerne.—W. H. & H. Le May.

Hamburg, Germany.—In any case there is not much hope to get red clover seed from Russia, because in the best seed-producing districts we have the rural revolts and the gangs have burnt large stocks of unthreshed seeds, which were still in the fields. Seeds in Russia are threshed for the greatest part only when frost sets in. Chilian arrivals have ceased. Hungary has sold its surplus. Dealers in Hungary report that they have to import in the spring large quantities of extra fine tested seeds. Germany's retailers have not bought. The expected raise of the bank discount has been published and that makes the buyers more inoperative. The conclusion of these circumstances is, that we have no sources which could supply us with sufficient quantities of red clover and, therefore, we feel much better for red clover than ever before in this season.—R. Liefmann Sons, Successors.

Corn Oil and Cake Exports.

Exports of oil cake during the 10 months prior to Nov. 1 were 39,476,000 pounds of corn oil cake and 434,677,000 pounds of linseed oil cake; compared with 15,611,000 pounds of corn oil cake and 520,326,000 pounds of linseed oil cake for the corresponding months of last year.

Exports of corn oil for the 10 months were 2,685,000 gallons; compared with 1,940,000 gallons for the corresponding months of 1904, as reported by O. P. Austin, chief of the bureau of statistics.

Exports of Breadstuffs.

Great gains are being made in our exports of breadstuffs as shown by the last report of the bureau of statistics, O. P. Austin, chief. December exports were 7,270,000 bus. wheat and 5,839,000 bus. oats, against only 796,000 bus. wheat and 166,000 bus. oats for that month a year ago.

Exports of breadstuffs for 1905 were 20,555,817 bus. of wheat, 110,999,265 bus. of corn, 28,641,663 bus. of oats, 13,369,421 bus. of barley and 470,230 bus. of rye; compared with 13,015,394 bus. of wheat, 46,390,627 bus. of corn, 1,192,338 bus. of oats, 8,320,082 bus. of barley and 94,451 bus. of rye for 1904. The total value of the breadstuffs exported during the 12 months was \$146,110,962; compared with \$92,311,812 for the preceding year.

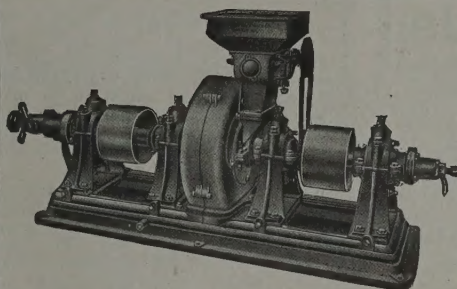
Resolutions, favoring the passage by Congress of a bill for free denaturalized grain alcohol, were passed Jan. 1 by the chemistry section of the American Ass'n for the Advancement of Science.

A grain storage plant and flour mill are to be erected at Celaya, Mexico, by an American company. The plant is to be equipped with American machinery and will cost about \$1,000,000. Celaya is located in the heart of a very rich wheat section.

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It contains spaces for 6,000 loads. Each page is ruled with column headings, as follows: Date, Ledger Folio, Purchaser, Gross, Tare, Net Pounds, Price Per Ton, Amount.

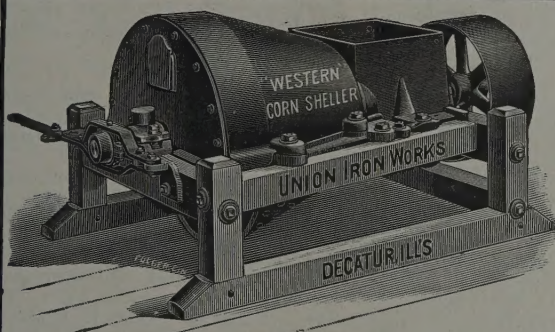
This book is 8 1/4 x 14 inches and contains 150 pages of superior ledger paper. Each page is numbered. It is well bound with best binder board, covered with cloth, has leather back and round leather corners. Price, \$1.75.

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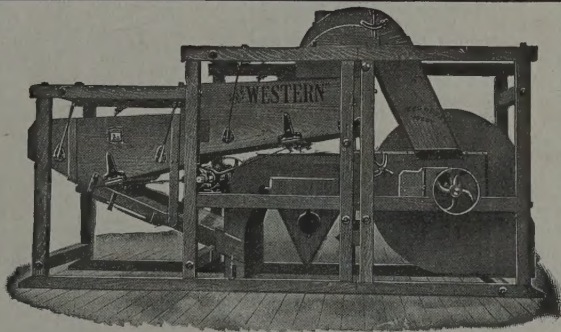
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Supply Trade

The Rumsey Gas Engine Factory at Ripple, Pa., was burned Jan. 24. Loss, \$20,000; partially insured.

The Gearless Gas & Gasoline Engine Co. has been formed at Springfield, O., to manufacture the gasoline engine invented by A. H. Thomas.

Fairbanks, Morse & Co., of Chicago, Ill., have installed four automatic scales at Memphis, Tenn., during the past 60 days, and more are to be placed.

The Foos Gas Engine Co., of Springfield, O., will install a gas producer power plant to furnish the power required by the enlargement of its factory.

The Robins Conveying Belt Co., of Jersey City, N. J., has been incorporated in Illinois. The capital stock in New Jersey is \$575,000, and in Illinois, \$3,725.

The Alma Mfg. Co., of Alma, Mich., manufacturer of gasoline engines, having a capital stock of \$125,000, has been incorporated in Illinois with \$6,250 capital stock.

The Barnett & Record Co., of Minneapolis, Minn., reports indications for a busy season in elevator construction. The company is now at work on several contracts.

The St. Anne Kerosene Motor Co. has been incorporated at St. Anne, Ill., to build engines. The capital stock is \$100,000, and the incorporators are B. H. Pomeroy, A. Sutton and W. A. Guerin.

Letters patent on devices not put into use within one year from date of issue and kept in use should lapse. The practice of digging out old, unused and forgotten inventions to collect royalties should be stopped.

The Stecker Gasoline Engine Co. has been incorporated at Chicago, Ill., to do manufacturing and jobbing. The capital stock is \$30,000, and the incorporators are Alexander J. Stecker, L. B. Springer and James Turner.

Ames & Harris, for many years importers and manufacturers of jute and cotton cloth at San Francisco, Cal., and Portland, Ore., have purchased the business of the Neville Bag Co., of Portland, and Neville & Co., of San Francisco.

Harvey S. Cover, South Bend, Ind., has registered a trademark for respirators, the likeness of himself wearing a respirator, registered as a trademark for respirators, the likeness of himself wearing a respirator, with his signature beneath the likeness.

The Otto Gas Engine Works of Philadelphia, Pa., have registered as a trade mark for gas and gasoline engines a shield with a scroll which runs diagonally across its face, starting in the lower left hand corner, and on which is inscribed the name "OTTO."

A. H. Smith, who has represented the Huntley Mfg. Co. in Illinois and Michigan for several years, has accepted a position with the Berger-Carter Co., of San Francisco, general agents for the Monitor Grain Cleaners. He will move to San Francisco and cover Pacific coast states.

If a salesman can't get a hearing—if his approach is weak, clumsy and ineffective—he can't land a sale even if he knows all the closing arguments and star talking

points in the house's primer. It is not different with good advertisements sent out for business through weak mediums having little else than sample copy circulation.

The H. V. Finkelstein Machinery & Iron Co. has brought suit against the Great Western Cereal Co. to recover \$5,000 damages for breach of contract. Finkelstein alleges he bought all the machinery in the old oat mill at Peoria, Ill., for \$7,000, and after he had removed half of the machinery the company sold the remainder to other parties.

An inquiry is like a gold mine; its value depends on how it is worked. Nobody ever got rich out of a mine by scratching over the outer surface soil with poor tools and poor mining judgment. And nobody ever turned an inquiry into an order by going after it with a poor follow-up and weak literature. It takes brains and tenacity—good tools and good judgment—to dig out nuggets or orders. And the man who works without either of these is dumping his time and capital into a sink-hole.—*Letters.*

"Whatever its merits, the patent system is to-day one of the strongest bulwarks of extortion and injustice which our laws afford. A corporation with large resources can take a patent of doubtful legal validity, and, by prolonging litigation through the life of the patent, tax the people at will. It can do this indefinitely, for it can gain such a position during the life of the patent as to be almost impregnable thereafter to any competition."—*Hon. James M. Beck.*

THE WESTERN MILLERS' MUTUAL FIRE INSURANCE CO.

The twenty-third annual statement of the Western Millers' Mutual Fire Insurance Co. (Tow. Mutual) was issued January 1st and shows the company to have assets aggregating \$850,354.98. Its bonds, loans and notes amount to \$86,412.38. Premium notes subject to assessment amount to \$757,973.28.

The company had no liabilities. During the year the company paid losses amounting to \$41,123.37. Since organization it has paid losses amounting to \$447,355.26.

THE MILLERS' MUTUAL INSURANCE CO., OF ILLINOIS.

The twenty-ninth annual statement of the Millers' Mutual Fire Insurance Company of Illinois shows the company to have been in better condition Jan. 1 than ever, notwithstanding it paid losses during the year amounting to \$71,860.52.

Its total cash assets on Jan. 1st, including bonds, mortgages, real estate, interest and cash, amounted to \$273,728.37. The net value of its deposit notes in force amounted to \$1,023,883.67, making the total assets \$1,297,612.04. This company is now assessing but 45 per cent of its basis rate, or 9 per cent per annum. It is the first time in its history that its assessments have been below 50 per cent.

The losses paid since organization aggregate \$982,376.97. Since organization it has paid losses amounting to \$447,355.26.

STATEMENT OF THE MILLERS' NATIONAL INSURANCE CO.

The thirtieth annual statement of the Millers' National Insurance Co. shows it to be stronger financially than ever. Its total assets, which include bonds, loans on Chicago real estate and cash, aggregated \$1,171,182.57. Its liabilities, including losses not due, reinsurance reserve, guaranteed deposits, etc., aggregated \$411,612.84, making the net cash surplus \$759,569.73.

The deposit notes subject to assessment were \$3,170,698.71, which made the surplus over all liabilities amount to \$3,920,268.57. The losses suffered by this company during the year amounted to \$300,784.64.

Since organization this company has paid losses aggregating \$4,912,854.12. The insurance in force on Jan. 1st was \$31,701,729.83. The assessments levied during the past year were but 8 per cent of the deposit notes, or 40 cents on the dollar of the annual rate, which is equal to a cash dividend of 60 per cent as compared with the rates generally charged by the stock companies.

INDIANA MILLERS' MUTUAL FIRE INS. CO.

The annual statement of the Indiana Millers' Mutual Fire Insurance Co., issued January 1, 1906, shows the company to be in excellent condition.

The cash on hand amounted to \$74,243.30. Bonds and mortgages, \$184,076.35. The total cash assets amounted to \$262,995.59. The net value of the premium notes was \$1,248,783.41.

Inasmuch as the company had no liabilities, either in the form of adjusted or unadjusted loans, the surplus to the policyholders was \$1,577,779.

Since the organization this company has paid losses amounting to \$711,834.10.

STATEMENT OF GRAIN DEALERS' MUTUAL INSURANCE CO.

The fourth annual statement of the Grain Dealers' National Mutual Fire Ins. Co., which shows the condition of the company on Jan. 1, 1906, will prove very gratifying to owners and operators of grain elevators given enough to be accepted by it.

At the close of last year the company had 1,353 risks, which was an increase of 27 per cent for the year.

The cash assets amounted to \$69,996.48. The net value of the premium notes in force was \$511,876.95, making the total assets \$581,873.43.

The company's losses for the year aggregated \$35,312.85. As compared with the previous year the expense ratio was reduced eight per cent and the loss ratio nine per cent.

MICHIGAN MILLERS' MUTUAL FIRE INS. CO.

The Michigan Millers' Mutual Fire Insurance Co. celebrated its 25th birthday by increasing its dividend to policyholders to 55 per cent. In 1896 its dividend to the policyholders was about 30 per cent; since then there has been a steady increase.

Its 25th annual report shows its cash assets amount to \$555,172.32, invested in bonds and mortgages. This company has been remarkably fortunate in that its assets have never been reduced one penny by loss or shrinkage of investments.

The net value of the premium notes is \$1,250,591.69, making the total assets \$1,805,764.01. The liabilities include losses in process of adjustment \$17,450.57, and reinsurance reserve of \$209,445.77, so that the net assets of the company on January 1st was \$1,578,867.67.

The losses paid for the year 1905 amounted to \$201,271.02 and the total losses for the 25 years of the company's existence amounted to \$1,507,155.90.

"What will you take for your oats?" asked the summer boarder.

"Twenty cents," was the Dakota farmer's reply.

"Twenty cents!" repeated the boarder, in astonishment. "Why, if you were in New York you could get 50 cents for them."

The farmer looked critically at the boarder for a moment and then said, scornfully:

"Yes, sir; an' I reckon if I had a bucket of water in hell I could get a million for it."

Changing hands 17 times in 2 hours a lot of 5,000 bus. of wheat made a record recently on the St. Louis Merchants Exchange. The last trader to get the receipt sold it back to the elevator company which issued it.

Power cost of different prime movers are compared by a Canadian engineer, in a paper read before the Society of Civil Engineers, as follows: The annual fuel cost of a gasoline engine, \$78; illuminating gas engine, \$46.80; gas engine using semi-water gas from anthracite coal, \$7.80; for one using water gas from coke, \$5.74, and for one using water and producer gas from bituminous coal, \$5 per horse power year. The gasoline engine was figured to run 312 days of 10 hours each using one-eighth gallon of oil per brake horse power hour at 20c. per gallon. The cost of power from a steam engine using coal at \$4 per ton was estimated at \$37.44 per year.

Fire Insurance Companies

Established 1889

Indiana Millers Mutual Fire Insurance Company

OF INDIANAPOLIS, IND.

MILLS AND ELEVATORS ONLY

Purely Mutual

E. E. PERRY, Secretary

Elevator and Grain Insurance

THE OLD RELIABLE

Michigan Millers

MUTUAL FIRE INSURANCE CO.
of Lansing, Mich.

Assets.....\$1,456,464
Losses paid.....1,305,884
Net cash assets.....291,000

Millers Mutual Fire Insurance Association of Illinois, Alton, Ill.

Saved its members 55% of their rate of insurance last year, and added \$4,434.82 to its surplus. Are you one of their members? If not, you had better try them this year, and secure good insurance on your mill, elevator, grain warehouse or stock contained therein, and reduce your expense account.

Insurance in force.....\$8,987,642.00
Face value of notes.....1,328,540.52
CASH ASSETS.....273,728.37

For full particulars address

D. R. SPARKS, Pres. A. R. MCKINNEY, Sec.

Have you had no fire

Because you took extra good care of your elevator?

If so, then you should insure in the



INDIANAPOLIS, IND.

It furnishes insurance at cost, on the best built and best kept elevators. It makes an extra reduction in cost for self-inspection reports, showing good care.

C. A. McCOTTER
Secretary

The Western Millers Mutual Fire Insurance Company

KANSAS CITY, MO.

CHAS. H. RIDGWAY, Secretary

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For the use of country grain buyers in keeping a record of grain received from farmers.

It is 9 1/4 x 12 inches, contains 160 pages, giving room for records of 3,000 loads. Its column headings are: Month, Day, Name, Kind, Gross and Tare, Net Pounds, Bushels, Pounds, Price, Dollars, Cents, and Remarks. The book is printed on Record Line Ledger Paper and is well bound in strong board covers, with leather back and corners. Price, \$1.50.

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J. G. Sharp, Secretary

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Is designed especially for the use of country shippers in keeping a complete record of each car of grain shipped.

It contains 160 pages of Record Line Ledger paper, ruled to meet the needs of the grain dealer's business. The column headings are: Date Sold, Date Shipped, Car No., Initials, To Whom Sold, Destination, Grain, Grade Sold, Their Inspection, Discount, Amount Freight, Our Weight, Bushels, Destination Bushels, Over, Short, Price, Amount, Freight, Other Charges, Remarks.

The book is 9 1/4 x 12 inches and has spaces for recording the foregoing facts regarding 2,400 carloads. It is well bound in strong boards with leather back and corners. Price, \$1.50.

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255 La Salle St., CHICAGO, ILL.

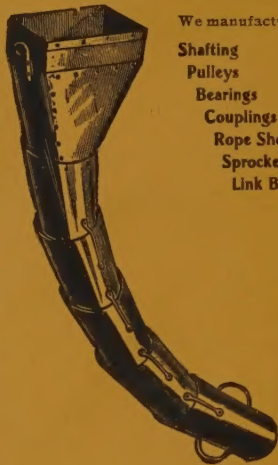
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In using this book the dealer minimizes the chance of making errors by posting from original entries.

The book is ruled with column headings as follows: Date; L. F.; L. F.; Kind of Grain; Remarks; Gross; Tare; Net; Bushels; Pounds; Price; Amount.

The book contains 240 pages, size 10½x15½ inches. The best linen ledger paper is used. The regular ledger index in front will accommodate all names necessary. The book is bound in extra heavy cloth covers with leather back. Price, \$2.50.

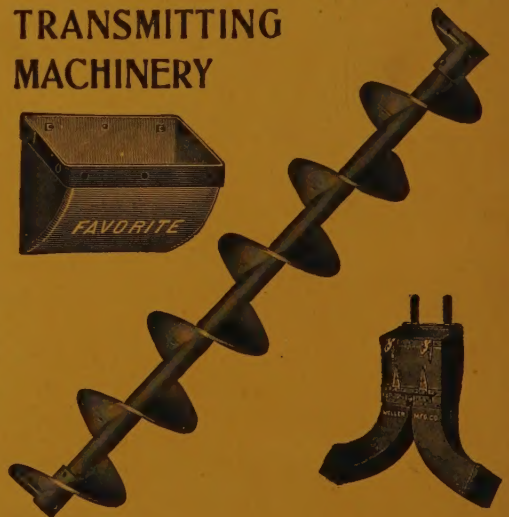
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